



Licensing Sales Director

IMC Licensing seeks a Licensing Sales Director to execute deals for the corporate brands we represent.

An ideal candidate will have:

- Over five years of strong sales experience.
- Experience selling an “intangible” like a trademark, but we will consider other relevant experience.
- Demonstrated ability to impact and influence others to action.
- A passion for brands and the ability to communicate with brand managers and consumer product manufacturers the power of the licensing proposition.
- An achievement orientation that drives this type of individual to work leads and close deals.
- Tenacity and persistence to skillfully influence parties on all sides using a variety of problem solving techniques to bring deals to fruition.
- Experience developing and presenting compelling presentations.

Compensation: Commensurate with experience. IMC offers competitive compensation and excellent benefits.

Contact: E-mail resume and cover letter outlining qualifications and compensation history and requirements to:

info@imclicensing.com

Resumes without a cover letter will not be considered.

ABOUT IMC

IMC Licensing is the nation’s leading licensing agency specializing in consumer product brands. IMC Licensing turns brands into great new consumer products that delight consumers and expand the long-term value of our clients’ iconic trademarks.

IMC Licensing represents Kraft Foods, Lenox, TABASCO and Wm. Wrigley Jr. Co. among others. For more information, please visit www.imclicensing.com.