

COPYRIGHTAGENCY

SENIOR LICENSING CONSULTANT

- Full time, permanent position
- Exciting and challenging sales role
- Excellent work/life balance

About the role

The Senior Licensing Consultant grows and maintains revenue, working with our marketing, product development and legal functions to improve, develop and sell our licensing products. Join us and become an integral part of our commercial sales team, responsible for managing a portfolio of local government and general corporate clients. By consulting with corporation and business groups on copyright compliance in business workflow, you will sell tailored enterprise solutions.

Duties

Some of the typical duties expected of this role include:

- Achieving revenue targets in new and existing business
- Prospecting phone calls and correspondence, new business meetings, design and delivery of client presentations, proposal writing and license sale negotiation
- Effective generation and pipeline management of sales opportunities
- Closing sale opportunities and associated administration
- Collaborating on licence product development, including enhancements, improvements and new products
- Representing and promoting the company's services at seminars, conferences, industry forums and similar venues
- Promoting copyright compliance as a business standard to business networks
- Maintaining the customer database(s), sales pipeline and reporting functions
- Delivery of ad-hoc reporting requests as required
- Delivery of training to customers on licence products, compliance and copyright
- Responding to queries on products, licensing and copyright

About you

You are highly motivated with experience in sales, product management or business development, and relationship management. You are knowledgeable of and interested in local government, healthcare, major retail and general corporate segments. You will have proven and effective communication and presentation skills. Experience or aptitude for Salesforce and applying copyright law to business workflows is required. You are focused on delivering quality service at all times. You are progressive, collaborative, innovative and take complete ownership and responsibility of your work.

About us

The Copyright Agency is an Australian not-for-profit organisation that represents over 40,000 members across the publishing, media, visual arts, education and surveying sectors. We license copyright material so organisations can legally reuse content created by others, and be confident that creators are being compensated fairly for their work. We also manage the Resale Royalty Scheme for artists. The Copyright Agency's Cultural Fund provides grants to organisations and individuals to help enrich Australia's cultural life.

www.copyright.com.au

How to apply

Please email your resume and a covering letter addressing the criteria in the 'About you' section to recruitment@copyright.com.au by **Friday, 24 August 2018**. Applications that fail to address the criteria in a covering letter will not be accepted.

All applications will be treated with the strictest of confidence.

Copyright Agency encourages applications from Aboriginal and Torres Strait Islander people.

To be eligible to apply you must have an appropriate Australian or New Zealand work visa.

Only successful applicants will be contacted.