

To strengthen our team, we are looking for a

SALES MANAGER (m/f/d) INTERNATIONAL LICENSING

You are an outgoing person, who enjoys working with people from different countries and cultures? You have a genuine passion for the children's media landscape? Then we should definitely meet!

Join our team and support our International Licensing department by closing licenses with international customers and partners expanding the worldwide distribution of our brands together with our Marketing and Brand Management teams.

Your key responsibilities

- Manage international licensing sales activities in defined consumer product categories and regions
- Market analysis and identification of growth potentials with associated planning and implementation
- Client acquisition, customer relationship management of international licensees
- Contract negotiation and closing of international license agreements
- Regular forecasting and budget control
- Participation and representation of Studio100 Media at international trade fairs

Your key qualification

- University degree (diploma/master/ bachelor) or equivalent education with experience in the commercial sector with a focus on sales or a similar professional background
- Professional experience in sales/trade marketing/marketing, ideally in the B2B area
- Industry experience in Licensing & Merchandising as well as a deep knowledge and understanding of the children's media landscape
- Excellent communication and negotiation skills in both English and German language (written and spoken)
- Profound knowledge of MS office
- Strong interpersonal skills (including but not limited to initiative, enthusiasm, self-confidence, assertiveness, team spirit)
- Professional and friendly attitude, independent and solution-oriented way of working, organizational skills and willingness to travel

What's in it for you?

- Challenging projects and responsibilities in a creative, international company within the children's and family entertainment sector
- International renowned brands for children that are fun to sell
- An international, highly motivated and open-minded team
- Extensive social benefits
- Individual training opportunities
- Modern office space conveniently located at Leuchtenbergring
- A beach volleyball team and various team events in the year



Are you motivated and excited to contribute to our company and become part of our team? We are looking forward to receiving your application specifying your salary expectations and the earliest possible start date. You can access our application form via our [JOBPORTAL](#).

Studio 100 Media is an international production and distribution company within the children's and family entertainment sector. The Studio 100 Group belongs to the biggest European companies in the independent segment with offices in Munich, Los Angeles, New York, Schelle (Belgium), Paris and Sydney.

We develop and acquire new content, engage in co-production and co-financing activities and distribute our own- and third-party rights globally. Moreover, we operate our own TV channel Junior. The well-known brands under the umbrella of Studio 100 Media include "Maya the Bee", "Mia and me", "Heidi" and "Vicky the Viking". Studio 100 Media's business model is the perfect vertical and horizontal integration of its IP's. In marketing its license rights, it pursues a global strategy within Content Distribution, Licensing and Home Entertainment through to Theatrical Movies, Stage Shows and Theme Parks.