



bright
GREETINGS & GIFT

Job Listing:
Licensing Agent
(maternity cover)



Artwork by Victoria Ball

About Us:

We are Bright. Home to inspiring illustrators and authors.

Bright is a global agency that nurtures passionate, gifted artists and authors. You'll see their work everywhere: children's books, billboards, greetings cards, films... they're here to make a mark on the world, and our mission is to make it happen.

The Opportunity:

We are looking for an experienced Licensing Agent to join Bright on a 12 month maternity contract. This is an exciting role to build and expand our Licensing division across multiple areas within our creative and fast-paced agency, where you will be working with the heart of our family; our artists.

The Role:

- Building both the Brand Licensing division and Toys and Games division, working globally
- Reviewing existing assets and maximizing licensing potential for those where we have retained rights
- Creating and pitching brand opportunities with new and existing assets
- Creating bespoke portfolios across Brand Licensing and Toys and Games
- Sourcing and developing artists who would work well globally within the related industries
- Promoting Bright's artists across the Licensing industries
- Setting up relationships and meetings within the related industries – creating opportunities for Bright artists
- Responding to requests from clients and proactively promoting artists
- Pitching, selling and closing deals across the related industries
- Building contacts for Licensing clients - globally
- Negotiating Contracts
- Managing artist's projects – attention to detail from start to completion, overseeing schedules and negotiating fees to get the best deal for artist. Liaising with the Contracts department to ensure every contract is processed in a timely and effective fashion
- Maintaining artist headers and creating carousels where relevant for the website
- Creating content for campaigns and blogs

This is not an exhaustive list of duties. The need for flexibility is required and the job-holder is expected to carry out any other related duties that are within the employee's skills and abilities whenever reasonably instructed.

Knowledge Skills and Experience:

- A solid working knowledge of the licensing industry
- Client management, including pitching & negotiating
- A commercial eye for brand opportunities
- A good eye for detail and appreciation of illustration and design
- Ability to learn new softwares and systems quickly
- Great communication both written and verbal

More information:

This is a 12 month, full time maternity contract. Our offices are based in Clapham Junction, South London, and you may be required to attend occasional meetings and days in the office, so the ability to travel to London is essential. However, this role can also be working from home for the most part, so we are accepting applications nationwide.

Salary is dependent on experience.

As well as the opportunity to join our global award-winning organisation, Bright offers competitive benefits including pension and health insurance.

How to Apply:

Please apply with a CV and covering letter addressed to Nicky Lander.

Please send your applications to nicky@thebrightagency.com with the subject line 'Licensing Agent (maternity cover)'.

The applications close on Sunday 1st August 2021.

Applicants must have the legal right to work in the UK.