



Manager, Licensing & Artist Relations

Our Team

Mighty Jaxx is the leading integrated future culture platform in Southeast Asia today. With a mission to supercharge future culture phygital, Mighty Jaxx's integrated platform will empower future pop culture brands with an end-to-end supply chain of digital and phygital collectibles, including artist development and incubation, proprietary IP operation and providing global consumers access to new D2C experiences.

Mighty Jaxx partners with the greatest creative talents in the world, as well as top global brands such as Netflix, Formula 1, Hasbro, Toei Animation, Cartoon Network, Nickelodeon, Warner Brothers, Adidas and many more to ship millions of phygital collectibles to over 90 countries worldwide.

We are proud to be an equal opportunity employer with a diverse, inclusive work environment and encourage our employees to bring their authentic, fun-loving, and high-energy selves to the workplace.

The Role

As our Licensing & Artist Relations Manager, you will manage the company's extensive licensing programs by pursuing business opportunities with artists and intellectual property holders to devise growth strategies for the company with a key focus on digital collaborations.

Responsibilities

- Track and compile macro-industry and licensing-specific trends to be able to advise on the market needs
- Curate an extensive network of leads that enable the company to extend the horizons of potential collaborations
- Develop and execute out-bound licensing strategy to monetize a vast portfolio of partners and in-house intellectual properties
- Drive the successful acquisition of in-bound licensing partners from lead generation, pitching, contract negotiation and fulfilment of deliverables
- Manage day-to-day relationships with artists and licensors serving as the main point of contact for these stakeholders to relentlessly drive revenue and exposure
- Lead the cross-department escalation of conflicts between licensors and the company while functioning as an internal consultant
- Deliver high-quality reports analysing sales data and other non-quantitative performance indicators
- Work closely supporting the daily operations of other team across the organization: Sales, Marketing, Creative, Logistics, Production, Events, Business Intelligence, Finance and



Affiliates to ensure smooth and successful program roll-outs

- Any other tasks to be assigned by the Management and Head of Departments

Requirements

- Minimum of bachelor's degree. Preferably Business Management.
- Have at least 5 years of relevant working experience in business development, account management or licensing. Preferably in gaming or consumer products.
- Demonstrate a good understanding of the NFTs, metaverse, digital marketplaces, blockchain, crypto, web3 ecosystem and licensing environment
- Strong understanding of contractual language in the consumer products space
- Has an extensive network of partners across licensors, artists and clients
- Proven record of successful digital product releases in the likes of NFTs and videogames. Product launches of similar nature will be considered
- Developed and executed strategies to monetize intellectual properties
- Innate hunter's mindset to onboard partners as per the needs of the business may be
- Shows strong analytical and problem-solving skills with the ability to prioritise workload and complete multiple assignments within tight deadlines
- English proficiency in areas of oral and written communication with good presentation skills.
- Demonstrate strong interpersonal skills; team player
- Good organisational skills and eye for details
- Diligent and resourceful
- Demonstrates initiative by self-starting improvements to reports and processes

To apply, please send an updated copy of your resume to HR@mightyjaxx.com. While we value all submissions, we regret that only shortlisted candidates will be contacted by our HR team.