



Licensing & Artist Relations Executive

Our Team

Mighty Jaxx is the leading integrated future culture platform in Southeast Asia today. With a mission to supercharge future culture phygitally, 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.

Your Role

Mighty Jaxx is looking for a Licensing & Artist Relations Specialist who will be responsible for handling the Consumer Products vertical in Mighty Jaxx. The Consumer Products vertical covers working with Entertainment companies and IP-owning brands, as well as individual artists. This is an instrumental account management role, who will use their understanding of the different brand and artist requirements, to act as a bridge between them and internal teams to ensure a healthy working relationship.

Responsibilities

- Manage an extensive portfolio of active Consumer Products licensing accounts, and cultivate a good understanding of the differing needs of each account
- Serve as the primary point of contact for these accounts, addressing their day to day inquiries and concerns in a timely manner
- Coordinate cross-functionally with internal teams such as Legal, Marketing, Product Development, Sales, Logistics, Experiences to ensure the successful implementation of collaboration initiatives
- Monitor the fulfillment of various minimum guarantees, and advise internal teams on the product release roadmap for license maximisation



- Participate in contract renewal discussions and negotiations, focusing on mutual benefits and continued partnership growth
- Prepare quarterly royalties reports
- Prepare regular reports with updates on sales figures, account status, key performance metrics, and revenue projections
- Assist in resolving disputes or issues that may arise during the contract term, maintaining a solutions-oriented approach
- Monitor industry trends, competitor activities, and market developments to identify new opportunities and maintain a competitive edge
- Hosting visiting artists

Requirements

- A proven track record of successfully managing large and complex client relationships or partnerships is a must
- Prior experience in managing licensing-related accounts is preferred, but not required
- Strong understanding of Intellectual Property (IP) rights, licensing processes and challenges, and industry standards
- Excellent oral and written communication, and strong interpersonal skills
- Able to connect and engage with various stakeholders, including artists, brands, and internal teams
- Detail-oriented mindset with exceptional organisational and project management skills
- Proactive and adaptable approach to problem-solving
- A passion for entertainment, arts, and pop culture, with an eye for emerging trends and opportunities

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