



Licensing Acquisition Director
Enesco
Itasca, Illinois

Company Info:

Enesco, LLC, is a global leader in the giftware and home and garden décor industries. Serving more than 44,000 customers worldwide, Enesco distributes products to a wide variety of specialty card and gift retailers, home décor boutiques, mass-market chains and direct mail retailers. With subsidiaries in the United Kingdom, France, Canada and Hong Kong, Enesco serves markets operating in Europe, the Americas, Australia and Asia. The company's product lines include some of the world's most recognized brands including Heartwood Creek® by Jim Shore, Foundations®, Our Name is Mud®, Gund®, Boyds®, Country Artists®, Walt Disney Classics Collection®, Disney Traditions™, Border Fine Arts™, Cherished Teddies®, Bilston & Battersea Enamels®, and Lilliput Lane®, among others. Further information is available on the company's Web site at www.enesco.com.

Role:

Enesco is seeking a Chicago-based Licensing Acquisition Director to join our dynamic organization. The person in this role will be responsible to direct and develop the Licensing business initiatives, strategies and build licensing relationships across a wide variety of categories.

Responsibilities:

- Seek and negotiate Licensing new and renewing Licensors
- Seek and negotiate new rights as requested by internal marketing teams
- Create and build new licensing partners, building a strategy for growth each year
- Create licensing update for Senior Management on a weekly basis
- Attend all trade shows and Licensing Show to present company to potential partners
- Create PPT presentations to promote company to potential licensors
- Be involved with Product Development to assure all licensor samples have been set out and follow up on all approvals
- Manage all Royalty Statements with Finance department
- Communicate to internal Enesco teams all contractual deal points once contracts are executed

Experience, Competencies and Education:

- 10+ years in the Licensing business; at least 5 years focused on Licensing In/Acquisition
- Must be able to manage multiple projects simultaneously, and work under rigorous deadlines
- Excellent written and oral communication skills
- Willingness to travel up to 35% of time
- Bachelor's Degree
- Must currently reside in the Chicago area