

## Job Profile

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Position Title: Manager, Licensing and Regulatory Affairs  
Department: Licensing and Regulatory Affairs  
Immediate Supervisor: Chief Executive Officer

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### **Role Summary**

Reporting to the CEO, this role is responsible for negotiations of key licences, stakeholder management, contract administration, licence development and regulatory affairs. Responsible for licence income budget of approximately \$45million per annum.

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### **Key accountabilities**

#### **LICENSING**

##### **Licence Negotiations**

- Take a lead role in negotiations of key licences, in conjunction with the CEO, analysing value of licences and developing value propositions
- Understand and communicate licence terms, rights, pricing and/or features of the licence products

##### **Licence Stakeholder Management**

- Develop and drive strategic relationships with stakeholders including plans, programs, projects and initiatives
- Develop and maintain strong internal and external relationships to exchange information with licences, and other stakeholders

##### **Licence Development**

- Understand the commercial drivers of organisations we license, or could license, to inform ongoing product design and evolution
- Identify potential new licence opportunities and expand reach of licences
- Understand the legal framework of the licences, and their operation within copyright law

##### **Contract Administration**

- Prepare, negotiate and review licensing contracts
- Manage invoicing in conjunction with the Finance Department

#### **REGULATORY AFFAIRS**

- Understand copyright policy issues as they relate to Screenrights and the audiovisual content industry more widely

- In conjunction with the CEO and Legal Department, develop Screenrights' response to government enquiries into copyright law and related matters
  - Draft submissions on behalf of Screenrights
  - With the CEO advocate Screenrights' position to policy makers and industry stakeholders
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### **Required knowledge, skills & experience**

- Bachelor of Laws or equivalent
  - 3-5 years professional experience in a senior legal, business affairs, or policy role
  - Technical ability to understand copyright law and its application to workflow
  - Copyright and film/tv experience is desirable
  - Understanding of the film industry and licensees needs
  - Demonstrated experience in leading negotiations
  - Copyright and film/tv experience is desirable
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### **Personal/Leadership Attributes**

- Work independently to deliver value for licensees and members
  - Collaborative style that actively engages the internal teams to develop plans and resolve issues
  - Outstanding oral and communication skills
  - Excellent stakeholder management skills
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