



PR/123753 | Merchandise Sales Executive (IP Industry)

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1599740

Industry

Amusement, Entertainment

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

July 10th, 2026 17:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Requirements:

- Experience in sales, business development, or licensing, preferably within IP licensing, entertainment, media, or consumer products.
- Strong negotiation, presentation, and relationship-building skills.
- Good understanding of IP merchandising, licensing structures, and royalty models.
- Ability to manage multiple accounts and projects simultaneously.

Responsibilities

- Identify and approach potential partners and licensees to sell merchandising and licensing rights of IP characters.

- Develop new licensing opportunities across various product categories such as toys, apparel, FMCG, lifestyle goods, etc.
- Prepare and deliver sales presentations, licensing proposals, and business pitches to prospective partners.

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Company Description