



外資系・グローバル エンタテインメント - BD ディレクター Exclusive job

Job Information

Recruiter

[RGF Professional Recruitment Japan](#)

Job ID

1338041

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

15 million yen ~ 18 million yen

Holidays

Sat/Sun and Public Holiday

Refreshed

March 27th, 2024 03:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Executive

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

High-School or Below

Visa Status

Permission to work in Japan required

Job Description

This division is a new division, bringing the best of anime and Japanese RPG games to audience. We work with a variety of global and domestic partners to help publish games to over 100+ countries and bring more fans into the anime game's ecosystem! Our team is composed of anime enthusiasts, experts within gaming, and mash-ups of keenly intelligent and driven individuals. We are highly collaborative, and partner with multiple teams to ensure success in a fast-growing market.

We are looking for a Director, Business Development and Partnerships to support our growing portfolio of anime-based mobile games.

Job responsibilities:

- Work closely with Emerging Business Group and Business Development Games team to assess new deal opportunities across publishing, co-publishing, and strategic partnerships
- Work closely with Games Publishing team to understand key projects that require licensor approval, and help facilitate the approval process with licensors.
- Work with our Tokyo team on Content rights and identifying games to pursue for licensing
- Work with the rest of the games team to guide on-deck game projects through the pre-launch phase, including being the point person for all key projects until launch
- Actively engage with partners on a continuous basis, for developing new deal opportunities and maintaining existing relationships on pre-launch projects
- Build relevant financial projections and pitch models for both internal and external review, in order to provide the vital materials for partner meetings
- Work with finance, legal, and other key internal functions as part of advancing specific deal terms, term sheets, or publishing agreements forward
- Key liaison wh all external publishing, development, and game production partners

Requirement:

- 7+ years of working experience within entertainment, media, or games space
- 4+ years of negotiating and solidifying deals, partnerships, and rights procurement
- 3+ years of international business development or game development experience
- Experience navigating sophisticated, multi-party deals and partnership discussions
- Experience negotiating on key deal terms and has ability to assess overall terms impact
- Experience maintaining various complicated project flows simultaneously, while ensuring all projects are prioritized properly and completed time.
- Experience navigating licensor approval process with Japanese IP holders, and ability to work with licensors and internal stakeholders to push projects through.
- Ability to thoughtfully assess game-specific opportunities within regional markets
- Ability to maintain strong communications with external partners and build relationships
- Keen understanding of game landscape in world markets

Pluses:

- Game publisher experience
- Finance modeling experience
- Strong knowledge and ties within Asian Games Development Community

Company Description

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