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EXPERTISE SKILLS

- contract negotiation
- copyright law
- rights management
- market analysis
- stakeholder relations
- training

LANGUAGES

- English
- Spanish
- French

CERTIFICATION

- Master of Arts in Publishing, New York University

REFERENCES

John Smith

Senior Manager, Tech Corp
john.smith@email.com

Sarah Johnson

Director, Innovation Labs
sarah.j@email.com

Michael Brown

VP Engineering, Solutions Inc
mbrown@email.com

MICHAEL ANDERSON

LICENSING DIRECTOR

Results-driven Rights and Licensing Executive with extensive experience in the publishing sector, focusing on maximizing the value of intellectual property through strategic licensing agreements. Proven expertise in contract negotiation, compliance management, and market analysis, leading to enhanced revenue streams and expanded distribution channels. Recognized for exceptional communication skills and the ability to cultivate strong relationships with authors, agents, and publishers.

PROFESSIONAL EXPERIENCE

Premier Publishing House

Mar 2018 - Present

Licensing Director

- Directed licensing operations for a diverse portfolio of literary works and digital content.
- Negotiated high-value licensing agreements with international publishers and distributors.
- Implemented a rights tracking system that improved efficiency by 40%.
- Collaborated with marketing teams to enhance the visibility of licensed titles.
- Conducted training sessions for staff on copyright compliance and licensing processes.
- Analyzed sales data to identify new licensing opportunities and markets.

Literary Agency

Dec 2015 - Jan 2018

Rights Manager

- Managed a portfolio of authors, negotiating licensing agreements for their works.
- Maintained comprehensive records of rights and royalties for each client.
- Supported authors in understanding licensing terms and market trends.
- Conducted market research to identify potential licensing partners.
- Facilitated communication between authors and publishers to streamline negotiations.
- Organized workshops on intellectual property rights for authors and clients.

ACHIEVEMENTS

- Increased licensing revenue by 50% within two years through strategic partnerships.
- Recognized for excellence in rights management by the National Publishers Association.
- Successfully launched a new series of licensed educational materials that became bestsellers.