



Michael ANDERSON

LICENSING MANAGER

Visionary Rights and Licensing Executive with a robust background in the technology sector, specializing in the licensing of software and digital products. Demonstrated ability to negotiate complex agreements while ensuring compliance with legal and regulatory frameworks. Expertise in fostering partnerships that enhance product offerings and drive market penetration. Known for an analytical approach to assessing licensing risks and opportunities, enabling informed decision-making.

CONTACT

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SKILLS

- software licensing
- compliance management
- negotiation
- market research
- process optimization
- stakeholder collaboration

LANGUAGES

- English
- Spanish
- French

EDUCATION

**BACHELOR OF SCIENCE IN
INFORMATION TECHNOLOGY,
STANFORD UNIVERSITY**

ACHIEVEMENTS

- Achieved a 25% increase in licensing revenue through strategic negotiations.
- Recognized for exemplary performance in licensing operations by the Technology Licensing Association.
- Successfully launched a new licensing framework that streamlined processes and reduced turnaround time by 15%.

WORK EXPERIENCE

LICENSING MANAGER

Tech Innovations Inc.

2020 - 2025

- Managed licensing agreements for software products across multiple international markets.
- Negotiated terms with key partners, achieving a 30% reduction in licensing costs.
- Implemented a licensing compliance program that improved adherence to regulations.
- Conducted market analysis to identify trends and inform licensing strategies.
- Collaborated with product development teams to align licensing with business objectives.
- Developed training materials for internal stakeholders on licensing best practices.

ASSOCIATE LICENSING ANALYST

Digital Solutions Corp

2015 - 2020

- Assisted in the review and negotiation of software licensing contracts.
- Maintained records of licensing agreements and compliance documentation.
- Supported the licensing team in market research and competitor analysis.
- Coordinated communication between legal and technical teams to expedite licensing processes.
- Facilitated workshops on licensing compliance for new employees.
- Analyzed customer feedback to improve licensing terms and conditions.