



JOB DESCRIPTION

Position title: Licensing Sales Specialist
Department: Business Development
Reports to: Business Development – Head
Number of Reports: 0
Last Updated: March 22, 2021

Licensing Sales Specialist

Who We Are

Access Copyright is a collective voice of creators and publishers in Canada. A non-profit, national organization, we represent tens of thousands of Canadian writers, visual artists and publishers, and their works.

Through agreements with sister organizations around the world we also represent the works of hundreds of thousands of foreign creators and publishers. This rich repertoire of content is highly valued, by educators, students, researchers, corporate employees, and others who need to copy and share content.

What We Do

We license the copying of this repertoire to educational institutions, businesses, governments, and others. The proceeds gathered when content is copied, remixed, and shared are passed along to the copyright-holders.

These investments help to ensure the continued creation of new and innovative works.

Job Summary

As Licensing Sales Specialist at Access Copyright, you are a highly driven individual with integrity, a great work ethic and excellent interpersonal skills. In this role you are customer facing in assisting and supporting businesses to reduce overall risk, drive efficiency and collaboration across the business by leveraging our rich repertoire. You are responsible for identifying and connecting with new opportunities to which you will develop and present effective sales solutions that provide businesses with much needed peace of mind.

If you possess a need for achievement, a desire and/or demonstrated success in meeting and succeeding goals, an interest in ensuring a healthy eco-system for creatives and a passion for sales Access Copyright is the place for you!

The Role

- Managing full sales cycle – research, outreach, solutioning and closing with all activity captured within CRM to drive Access Copyright licence revenue growth.
- Contribute to the development of current tactics and strategies to grow our business - be that via direct sales, marketing, or strategic partnerships.
- Identify marketing initiatives, with the goal of increasing revenues by targeting new business opportunities.
- Work in a fast-paced environment with the ability to problem solve and develop creative solutions.
- Demonstrate superb organizational and follow-up abilities.
- Maintain product knowledge around Access Copyright licences, market and factors influencing the market environment to provide advantageous insights for customers.
- Demonstrate a strong commitment to a positive, a collaborative, and a team-based culture by working with other direct and indirect team members to achieve goals.
- Drive revenue growth by delivering compelling presentations to new and existing licensees, associations, and other opportunities.
- Exhibit strong knowledge and ability to work within Access Copyright’s customer relationship management (CRM) system.

THE IDEAL CANDIDATE

Qualifications

- 0-3 years sales experience or aptitude via enthusiasm for the process of investigating, creating, and fulfilling customers’ needs.
- High achievement and consistent track record for excelling in a fast-paced school and/or work environment.
- The ability and confidence to cold call and engage in meaningful discussions.
- Strong organization, prioritization, and time management skills.
- Highly motivated, self-directed and ability to work independently to achieve sales goals.
- Excellent written and verbal communications skills including exceptional presentation skills.
- Technically proficient and effective at researching online, computer applications and business systems.
- Completion of a post-secondary education or equivalent experience.
- Enthusiastic, creative thinker, with strong outgoing energy.
- Thrives on a challenge and is persistent in their drive achieve results.
- A team player who is open to growth and professional/personal development.

In addition to competitive compensation + uncapped commission we offer:

- Employer-paid health and dental benefits.
- Monthly social activities.
- Flexible work arrangements.
- A commitment to continuous learning and growth opportunities - we invest heavily in our people through internal/external training and mentoring.

We are committed to providing accommodations for people with disabilities. If you require an accommodation, kindly let us know and we will work with you to meet your needs.

At Access Copyright, our people are our strength and each brings a unique set of skills and experience that contribute to our success. We promote a culture centered on the values of transparency, innovation, nimbleness and collaboration that celebrates differences, provides opportunities to excel, and where consideration and respect are practiced daily. We are a more innovative and vibrant company through the diversity of our talent where they can learn, grow, and thrive.

Access Copyright strives to be an inclusive and safe space for all, and to accurately reflect the diversity of the various stakeholders that we serve. We strongly encourage expressions of interest from people who are members of marginalized and/or underserved/underrepresented communities, especially individuals who identify with: First Nations, Metis, or Inuit, or people of colour; diverse gender and sexual identities (including LGBTQ2+); people living with dis/ability, etc.

Applicants interested in applying are encouraged to send their resumé and cover letter via email to chelsby@accesscopyright.ca by April 2nd, 2021. Please reference Licensing Sales Specialist in the subject line