



i like the future

Every year in October, the Frankfurt Book Fair stages the largest event of the publishing industry, with numerous additional events throughout the year for content professionals from around the world.

For the beginning of 2018 we are looking for you as a

Director Business Development m/w to develop our RIGHTS & LICENSING community

We are looking for a bright, dedicated driving force to lead the successful strategic development of our targeted offers for the rights & licensing community (which includes rights trading for books, films, games and other content). As Director of Business Development, you will secure the core business as well as develop innovative approaches to expand economic activity during the year and at the Frankfurt Book Fair.

Your work will result in the development of a profit-oriented business strategy working with our portfolio of businesses including LitAg, the largest licensing center in the world, our subsidiary IPR Licence, the event "Books at Berlinale" as well as German collective stands at international trade fairs around the world.

You will work with the directors of our different communities as well as with colleagues in marketing and sales who will be your closest allies to develop new opportunities and manage the operational activities resulting from them. Your colleagues will provide you with what you need to know to learn the ropes in this wide and exciting field of work. Then, your job will be to filter this information, prioritise it, and put it to profitable use.

Both strategic and practical business development experience is essential for success. Network contacts from international trade with rights or licensed products are desirable and helpful so you can know what drives our customers forward and what they need to be effective in the future.

Our ideal candidate will be curious, a good listener, and know how to uncover opportunities by asking the right questions. For this, it is vital that you speak native or near-native English, German language skills are a plus. Additional foreign languages that facilitate your contact with important international markets such as Asia and South America would be an advantage. Most importantly, you must have a business mindset and be able to judge whether a potential investment is worthwhile. This means drawing up business plans and making the case to decision-makers within our company.

If you've read this far you must be thinking: I can do this! At the same time you must realize that we're asking quite a lot of you and you are correct. Working together, however, we can forge a new road ahead and you can be directly involved in the future development of our company--and ultimately the book and media sector as a whole.

Apply today.

An international work environment, an attractive salary as well as very good and flexible working conditions.

We look forward to receiving your application by email at bewerbungen@book-fair.com.

Please don't forget to mention your earliest starting date and your salary expectations.

Detailed information about our company and our contact details are found at www.boersenvereinsgruppe-jobs.de.