

# Licensing Executive

ICE Services Ltd, Kings Cross, London, N1C 4AG

**Circa £28,000 per annum depending on experience + benefits**



*ICE is the result of a big vision for the music industry that harnesses years of combined expertise in the multi-territory music market. We are the world's first integrated processing hub offering copyright, online licensing and processing services.*

*Our customers include collecting societies, major and independent music publishers and digital service providers such as Facebook, Mixcloud and Soundcloud. We work to help ensure composers and songwriters are compensated accurately and fairly for the use of their Works.*

*As part of ICE, you will be working with some of the most knowledgeable and dedicated experts in the industry. We collaborate closely with our customers to continuously develop our products and services to ensure the best results.*

ICE is seeking a Licensing Executive to work within their commercial team. You will be the main point of contact for online customers comprising of exciting digital companies. You will maximise revenues and increase licence penetration whilst delivering excellent customer service.

You're perfect for this role if...

You're driven, commercially minded and enjoy working in a dynamic market

You can move easily between working in a team and independently using your own initiative

You think strategically and creatively and are confident in communicating complex commercial concepts

You have a proven track record in account management and/or sales with commercial negotiation skills

You enjoy gathering, analysing and interpreting data

You have a good knowledge of collecting societies, online royalties and the basics of copyright law

## **Applications**

If this sounds like you and you have a passion for making a difference, please apply by sending your CV and covering letter to [recruitment@iceservices.com](mailto:recruitment@iceservices.com) by Friday 30<sup>th</sup> November 2018

If you would like to see a Job Description or have any questions, please email [recruitment@iceservices.com](mailto:recruitment@iceservices.com) (PRS for Music is providing services on behalf of the company)

*We recognise, welcome and value diversity and are committed to creating a workplace where all employees are given the opportunity to reach their full potential, feel valued and work together effectively to achieve our goals*