



Licensing & Partnerships Manager

We have an exciting opportunity for a Licensing & Partnerships Manager to join us. As Licensing & Partnership Manager, you will be responsible for managing and nurturing current licensees to drive revenue growth as well as new product categories and partners.

We are a collective of luxury interior brands, each with a special role to play, and two manufacturing brands (Anstey Wallpaper Company and Standfast & Barracks). At Sanderson Design Group we are Sanderson, Morris & Co., Zoffany, Harlequin, Clarke & Clarke and Scion and our purpose is 'to bring the beautiful into people's homes and lives'.

Responsibilities

- Exceed budget expectations across all partners
- Manage and maintain license agreements & contract negotiations for UK and European based licensees
- Procurement and successful engagement of new accounts to the SDG portfolio
- Develop and maintain existing partners to ensure continued business growth targets are achieved
- Agree annual business plans with licensees by category, to include plans for retail distribution, sales growth, NPD and brand support
- Maintain excellent relationships with all partners and communicate new product launches on a regular basis
- Nurture successful relationships with key retail buyers to develop licensing and brand offer
- Facilitate license business meetings to showcase new product ideas, style guides and brand updates
- Support licensees and their sales teams with structured selling stories for all brand product launches
- Investigate new opportunities, including collaborations, to facilitate continued expansion of the brands through licensing
- Collaborate with the Director of Partnerships & Licensing and the Finance team to ensure accurate and regular analysis and forecasting
- Work with relevant team leaders within the Group, to facilitate effective and efficient communication, ensuring business requirements are fulfilled in a timely and cost-effective manner
- Check all licensing royalty reports as they are submitted and highlight any anomalies or trends
- Support partners with events, sales meetings and staff training

Measures of success

- Increase royalty and licensing revenue by individual partners
- Develop further opportunities for licensing growth through new markets and product categories
- Convert new leads into long term successful partnerships



Skills & Experience

- Degree in business or marketing related subject and/or equivalent
- 3+ years experience working in a Business Development or Marketing role (ideally within the interiors industry)
- Previous experience of working as a Licensing/Partnerships Manager
- A self-starter with excellent commercial acumen
- A highly self-motivated individual, good at negotiating and have interpersonal skills with the ability to relate to local cultural aspects and the desire to develop these skills further
- Able to craft and deliver presentations at senior level and the ability to manage multiple projects
- Well organized with the ability to plan and deliver on tight deadlines with attention to detail
- Enjoys working in a team and closely with several internal stakeholders
- Strong analytical and numerical skills; can build and explain financial models and have strong spreadsheet skills
- Experience in deal structuring and negotiating
- Comprehensive computer skills including Microsoft Office, Outlook, Word, Excel and PowerPoint
- Willing to travel regularly to engage directly with partners

If you wish to apply, please send your CV to jobs@sandersondesigngroup.com

About us

Sanderson Design Group is an international luxury interior furnishings company that designs, manufactures and markets wallpapers and fabrics together with a wide range of ancillary interior products.

In 2020, we brought our portfolio of brands home to Sanderson Design Group, evoking the combined longevity and prodigious creative history of our brands. Sanderson Design Group describes the ebullience of our past endeavours. It sketches the outline of our future. A collective of quintessentially British luxury interior brands and 2 manufacturing brands, at Sanderson Design Group we are Sanderson, Morris & Co., Zoffany, Harlequin, Clarke & Clarke, Scion, Anstey Wallpaper Company and Standfast & Barracks.

Our purpose is "To bring the Beautiful into People's Homes and Lives". This has defined and shaped our brands since our very earliest days. The oldest brand in our arsenal, from where we derive the namesake of our group, began life in 1860, as an importer of fine French wallpapers to London. Arthur Sanderson & Sons Ltd played a pivotal role in defining English interior decoration tastes and its early success led to displaying designs at London's finest showroom, at Berners Street. Around this time in 1924, Arthur Sanderson & Sons Ltd were awarded The Royal Warrant, becoming "purveyors of wallpaper and paint" to the court of George V.

We recognise that each one of our brands contributes a unique chapter to our story. It is why we represent the full spectrum of British interior design, catering from cutting-edge sleek modern



styles, to the hearty warmth of traditional forms. Our decision to rebrand as Sanderson Design Group in 2020 is our way of paying homage to our rich history, as well as marking our path towards a new future. As custodians of over 160 years of design experience, we are proud to Bring the Beautiful into People's Homes and Lives. We are Sanderson Design Group.