

RECRUITMENT

Music Rights Malaysia Berhad (“MRM”) is a non-profit organisation and a national one-stop joint venture licensing company, established by existing music licensing bodies with the endorsement of the Malaysian Government to provide fair and effective centralized copyright licensing convenience to music rights holders (songwriters, music publishers, recording companies, recording artistes & recording musicians) and commercial music users alike.

We are looking for a dynamic individual with credentials and vision to fill in the following position:

Licensing Officer

A) Skills & Experiences:

- Diploma or Degree qualifications and minimum 2 years working experience in selling product/services and negotiation skills.
- Proficient in both written & spoken in English and Malay language. Additional language would be an added advantage.
- Great knowledge in Microsoft Office, preferably advance level in both Ms Excel or Ms PowerPoint.
- Good communication and interpersonal skills and possess strong critical thinking skill.
- Sensible when approaching client and able to build good relationship and social skills within the industry.
- Able to work under pressure, hardworking and possess strong motivational skill.
- Strong team player

B) Responsibility & Accountability:

- Conducting a proper field investigation (if required)
- Using all methods of gathering information about business/ or events running across nationwide
- Convincing the market about the importance of licensing or requirement of music licensing
- Developing and maintain clients’ relationship within the field and as per territory requirements
- Work towards the target given and find new territory to explore.
- Report for market penetration/survey in the state or regional level for daily licensing matters.
- Able to do multi-tasking and adapt to the changes within the job requirements.
- Any other duties that may assign to you from time to time

*Five-day work week *Salary based upon qualification & experience *Posses own transportation

Interested candidates are invited to e-mail their CVs including present and expected salaries and recent passport-sized photograph to hr@mrm.my on or before **10 May 2019**. Only shortlisted candidates will be notified.