

**JOB DESCRIPTION
HEAD OF LICENSING – FIELD OPERATIONS**

The **Kenya Association of Music Producers** (KAMP) is the organisation representing the rights and interests of producers of sound recordings whose membership comprise of individuals and record labels. Incorporated in 2003, KAMP was registered and granted its licence to operate as a collective management organization (CMO) in May 2008, by the Kenya Copyright Board (KECOBO).

We represent the rights and interests of producers of sound recordings, where we collect license fees for commercial use of music and distribute royalties in accordance with the Copyright Act of 2001, Laws of Kenya.

We are seeking to recruit a Head of Licensing – Field Operations to be based at its Head Office in Nairobi on a one-year contract renewable subject to performance and renewal of the KAMP operating license.

Role:

Reporting to the Chief Executive Officer, the candidate will play a key role in the growth and expansion of KAMP's licensing activities. The candidate is responsible for handling external business and design strategies that expands client's acquisition as well as copyright compliance and market penetration.

The candidate is responsible for collection of licensing fees/royalties from users of audio-visual and sound recording works. The office holder also works as the liaison between KAMP/PRISK/MCSK and related stakeholders. The job holder offers leadership to teams and individuals tasked with ensuring full compliance to licensing requirements.

The job holder will need to be a top performer with a track record of exceeding sales targets and has ability to build strong business relationships with key accounts and decision makers. The ideal candidate will have an existing sales pipeline of qualified prospects that will convert into sales deals within the first six (6) months after taking up the role. Specifically, s/he will generate leads for new business, build the sales pipeline, close the deal and support the client through excellent aftersales support.

Duties and Responsibilities:

- Developing and managing marketing plans of KAMP's products and services.
- Research, target and penetrate all general licensing accounts across multiple sectors.
- Streamline operations and technical aspects of the licensing function, provide training to users of copyrightable works, oversee marketing campaigns and customer care needs.
- Coordinate the delivery of agreed solutions to meet the needs of the users of copyrighted works.

- Identify all issues of assigned accounts to ensure complete satisfaction through all stages of the licensing process.
- Assist in developing and implementing licensing operational policies and strategies for the Association.
- In cooperation with the Chief Executive Officer, lead the development of any long term business strategy to achieve agreed long term organizational goals.
- Create awareness to the public about KAMP-PRISK-MCSK and their collective rights mandate in the music and audiovisual industry.
- Supervise enforcement operations in conjunction with the police from time to time as directed by the Head of Operations.
- Ensuring proper and effective coordination of activities countrywide including ensuring that all licensees are in full compliance with the Copyright Act, Copyright regulations, other policies and the terms of their licenses.

Key Qualifications, Experience & Requirements:

- Master's degree in Marketing, Business Administration or Communications or related field.
- A high-powered sales/marketing orientated individual with five (5) years' experience in highly developed brand management skills, coupled with excellent leadership and managerial skills.
- Strong working knowledge of regional licensing markets is required.
- Excellent communication skills.
- The person should have an excellent business sense and be a strategic thinker with hands-on attributes.
- Copyright and Intellectual property knowledge.
- Membership to a Professional body is an added advantage.

How to Apply:

If you meet the above requirements, kindly send your Curriculum Vitae and application letter, quoting your expected salary, via email to recruitment@kamp.or.ke.

The subject should strictly read **HEAD OF LICENSING – FIELD OPERATIONS**. Applications should be received on or before close of business **Wednesday, 2nd March 2022**. Please note that only shortlisted candidates will be contacted.