



MUSIC LICENSING & SALES OFFICER

Generates revenues through new and renewal sales for a variety of markets including Radio, Television, Hospitality, Fitness, Retail & music events.

Functions of the Job:

- Sell the value of music and the services MACA provides
- Pro-active outbound calling to and visiting various markets to identify licensable music use, ownership information and/or business status
- Research via telephone, internet and internal systems
- Verification calls to assist in maintaining the General Licensing Base
- Respond to customer inquiries
- Perform administrative duties

Qualifications

- Bachelor's degree or above
- Strong interpersonal, organizational, and communication skills
- Excellent verbal and written English and Chinese skills
- At least 1 year work experience
- Excellent telephone skills
- Ability to manage multiple projects
- Proficient with Microsoft Office

Applications

Candidates should apply by sending their CV and covering letter to info@maca.org.mo.

MACA is a non-profit and non-governmental organization established to collectively manage and license the public performance and communication rights in musical works on behalf of both local and foreign right owners. MACA is legally registered with the Macau Identification Department (DSI) and the Intellectual Property Department under the Department of Economic Affairs to perform such activities. MACA has the full support of the International Confederation of Societies of Authors and Composers (CISAC), a non-profit, non-governmental organization that is officially recognized by the World Intellectual Property Organization (WIPO), an arm of the United Nations, and UNESCO.