

## Manager, Licensing Sales

### Details

**Location:** 100% Remote

**Terms:** Full-time (40 hrs./week) permanent

**Reports To:** [Director of Sales & Marketing](#)

**Salary:** \$70,000 USD + Bonus

**Travel:** 10-15%

### Who We Are

At Flying Fish, we believe exhibitions can do more. As a leading producer of traveling exhibitions for over a decade, we partner with world-class museums and science centers to create extraordinary, impactful experiences. Our exhibitions have impacted more than twelve million visitors across five continents, showcasing the wonders of science, history, culture, and more. We are dedicated to making exceptional, authentic content accessible to all while driving new, sustainable revenue growth for our clients. By empowering institutions to share their stories globally, we amplify their missions and expand their influence.

*[For Museums. By Museums.](#)*

Explore our work at [flyingfishexhibits.com](http://flyingfishexhibits.com)

### Your Role

We're looking for an experienced and highly motivated Manager of Licensing Sales to join our busy international sales team. This role is dedicated to licensing sales for our exhibitions: cultivating strong client relationships, managing licensing opportunities, and developing new business. The ideal candidate has deep industry experience, established professional relationships, and a passion for museums and exhibitions. You'll step into a high-performing team and help extend our reach, delivering the same trusted service and expertise that keeps our clients coming back.

## What You'll Do

### **Build and Strengthen Relationships:**

- ◆ Act as a trusted point of contact for museum and science center clients.
- ◆ Manage client communications from inquiry through contract.
- ◆ Provide the highest level of service to ensure long-term success.

### **Drive Licensing Sales:**

- ◆ Present and promote Flying Fish's traveling exhibitions to prospective venues.
- ◆ Negotiate and finalize license agreements.
- ◆ Oversee renewal cycles and return business opportunities.

### **Develop New Opportunities:**

- ◆ Identify and pursue new institutions to bring into our global network.
- ◆ Leverage industry experience and knowledge to grow the sales pipeline.

### **Collaborate Across Teams:**

- ◆ Work closely with operations and tour management to deliver concierge-level client service.
- ◆ Ensure accurate scheduling, contract details, and client expectations.

### **Represent the Flying Fish Brand:**

- ◆ Participate in industry conferences, events, and sales meetings to build connections and expand visibility.
- ◆ Serve as a brand ambassador, actively promoting our exhibitions and embodying Flying Fish's commitment to creativity, quality, and excellence.



**FLYING FISH**

flyingfishexhibits.com

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## What You'll Bring

- ◆ 3–5+ years of proven experience in traveling exhibition or museum licensing sales, with a track record of achieving or exceeding revenue goals.
- ◆ Deep knowledge of the exhibition marketplace and established relationships with key industry stakeholders.
- ◆ Demonstrated success in cultivating and maintaining client relationships while consistently securing new business opportunities.
- ◆ Strong negotiation, presentation, and written communication skills, with the ability to convey complex ideas clearly and persuasively.
- ◆ Proven ability to analyze data and market trends to inform sales strategies and drive results.
- ◆ High degree of self-motivation and accountability, with confidence working independently in a fast-paced, remote environment.
- ◆ Exceptional organizational and time-management skills, with the ability to balance multiple priorities and deadlines.
- ◆ Passion for museums, exhibitions, and creating extraordinary cultural experiences.