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# Example of Rights Manager Job Description

Our innovative and growing company is looking to fill the role of rights manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for rights manager

* Coordinate conferences and expert consultations
* You are adept at interacting with all levels of management
* You are confident and have an aptitude for decision-making
* You have experience of content strategy decision making
* You have experience of customer support and pre-sales support
* You have some experience of working with legal concepts
* Advise projects on the approach to land acquisition, including budgets and programmes
* Manage consultants undertaking transactions on the company's behalf
* Personally handle high-value or high-risk negotiations
* Ensure that construction and operational activities comply with land and other agreements

## Qualifications for rights manager

* Manage and supervise one international rights coordinator
* Successfully manage the sale of rights within set territories to achieve annual goals
* Negotiate contractual terms in conjunction with Int'l Rights Director
* Organize and prepare for book fairs and publisher sales meetings
* Bachelor’s degree or equivalent combination of training and relevant experience
* Minimum 3-5 years publishing or rights sales background