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## Licensing Executive Resume

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### Job Objective

Seeking the opportunity to utilize my skills as an experienced Licensing Executive while helping company excel and meet long-term goals.

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### Highlights of Qualifications:

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- Extensive experience leading the negotiation of significant patent licensing agreements
  - Good expertise in business of licensing intellectual property and transferring technology
  - Wide knowledge of architectural product manufacturing industry
  - Ability to capitalize on untapped opportunities.
  - Ability to analyze industry and company-specific data and trends in the wireless market.
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### Professional Experience:

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Licensing Executive  
Zones, Inc, Lyle, IA  
August 2007 – Present

- Managed licensing process and program execution.
- Generated significant and profitable revenue opportunities through various strategies.
- Developed and executed strategies for patent licensing program.
- Identified patent licensing opportunities and patents to be licensed
- Prioritized company's patent licensing program.

Licensing Executive  
Broadcast Music, Inc., Lyle, IA  
May 2004- July 2007

- Ensured full visibility and transparency of deals.
  - Negotiated patent license agreements with potential licensees.
  - Overseen escalation strategy as appropriate on assigned accounts.
  - Supervised patent licensing staff members.
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### Education:

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Bachelor's Degree in Business Administration  
Oberlin College, Oberlin, OH

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