

Edward Kim

IP Scout

United States | [LinkedIn](#)

Content acquisition and licensing dealmaker with 10 years across creator platforms including WEBTOON, Tapas, and Pocket Toons. Founder of a literary agency that has closed \$500K+ in publishing and licensing deals for 20+ creators.

EXPERIENCE

Committee Member (Media & Digital Innovations)

Feb 2026 — Present

The Association of American Literary Agents

IP Scout

Jan 2026 — Present

Invisible Narratives | INVIZ

Santa Monica, CA

Sources and evaluates creator and IP opportunities, building acquisition frameworks and revenue-stream analyses. Audits IP valuation databases covering the largest YouTube IPs by category and produces creator intelligence reports using AI-assisted research.

Legal Assistant

Dec 2025 — Apr 2026

Tyler Chou Law for Creators

Santa Monica, CA

Reviewed and negotiated creator-brand deal terms, flagging discrepancies in IP ownership, exclusivity, indemnification, and termination provisions for attorney escalation. Researched California Coogan Law and SB 764 compliance for minor creators in monetized vlogs and produced memos and decks for the supervising attorney.

Writer & Consultant

May 2025 — Nov 2025

Pocket Toons

Culver City, CA

Adapted a romance IP into serialized scripts for a digital-first vertical-scroll format. Coordinated a team of writers, artists, and producers on art direction and advised business leaders on webcomic market trends, licensing, and platform strategy.

Founding Literary Agent

Aug 2022 — Present

Fictopia LLC

Camarillo, CA

Negotiates multi-service publishing and licensing deals for 20+ authors and their IPs, with \$500K+ in closed deals.

Manages creator relationships day-to-day and runs go-to-market execution for client IP launches. Drafts and redlines agency agreements, publishing deals, and work-for-hire contracts with attorneys.

Localization Coordinator

Apr 2022 — Jan 2025

Nexon America

El Segundo, California, United States

Supported global entertainment IPs generating 7-figure MRR through translation and cultural localization. Coordinated multi-disciplinary teams and maintained databases to keep brand representation accurate across products and consumer-facing materials.

Content Acquisition Specialist

Oct 2020 — Oct 2021

WEBTOON Entertainment

Los Angeles, CA

Managed a \$350K acquisition budget and negotiated contracts for 100+ international IPs across U.S., Canada, East Asia, and SE Asia. Structured licensing agreements with legal and executive teams and built freelance creative teams to deliver original company-owned IP.

Post-baccalaureate Research Fellow

Jul 2018 — Jun 2020

National Institutes of Health (NIH): Intramural Research Program (IRP)

Washington DC-Baltimore Area

- This was where I said goodbye to the biomedical field & academia.
- However, while I was here, I...

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- Earned \$70k+ in research grants over 2 years.
 - Studied epigenetic and cellular changes that occur with age.
 - Co-authored 6 peer-reviewed articles.
 - Hosted wellness workshops in meditation, functional mobility, and wellbeing. ♂

Psychiatric Ward Intern

Jun 2017 — Aug 2017

Kyung Hee University

Dongdaemun-gu, Seoul, Korea

Shadowed doctors, getting a first-hand experience of mental illnesses and their impact on patients. ☞

Translator & Consultant

Sep 2016 — Jan 2024

Tapas Entertainment, and other companies

El Segundo, California, United States

Provided cross-border consulting for entertainment executives and created market trend decks for webcomics and webnovels. Facilitated introductions between creators, licensees, and publishers, and translated contracts and documents for governments, businesses, and institutions.

Lead Research Assistant/Lab Manager

Jun 2015 — Jun 2018

University of California, Santa Cruz

Azmitia Lab

- Studied gamete (sex cells) formation using microscopic & bioluminescent roundworms□□.
- Brewed essential lab supplies (like agar plates) for the whole lab (~6 post-docs/grad students) □□□.

Philanthropy Intern

Kyung Hee University

Aug 2014 — Sep 2014

Siem Reap, Cambodia

Lived and worked in Cambodia as an intern for a rural village development initiative. I got very tan.□□□□

Lab of Immunology Intern

Korea University

Jul 2012 — Sep 2012

Seongbuk-gu, Seoul, Korea

Assisted graduate students in creating and culturing hybridoma cells (living antibody factories) harvested from the liver of mice. □□

EDUCATION

The Colleges of Law

Doctor of Law

Aug 2024 — Feb 2028

Evening program, expected 2027

University of California, Santa Cruz

Bachelor of Science in Molecular Biology / Psychology

Sep 2013 — Jun 2018

B.S. GPA 3.41; B.A. highest honors and Dean's Award for Senior Thesis

SKILLS

Leadership · Teamwork · Research · Customer Service · Microbiology · Microsoft Excel · Time Management · Event Management · Event Planning · Psychology · Public Speaking · Science Communication · Molecular Genetics · Computational Biology · Highly Ambitious · Content Licensing & Acquisition · Deal Structuring & Negotiation · Deal Economics · Rights Valuation · Contracts · Creator Economy Partnerships · CRM · Market Trend Analysis · Written & Oral Communication · Google Sheets · AI-Assisted Research