



JOB OPPORTUNITY
A&R Executive
Los Angeles

REPORTS TO: **Membership Dept. Director of A&R, Toronto**

LOCATION: **Los Angeles (Culver City)**

LANGUAGE: **English (Bilingual English & French an asset)**

OVERALL ACCOUNTABILITY:

SOCAN is one of the world's leading Performing Rights Organizations. We have over 700 Canadian songwriter, screen composer and publisher members living or working in the greater LA area, and hundreds more who visit each year to further their business in the US market. The A&R Executive works to support the interests of these members through a mix of general and targeted initiatives intended to foster member community, provide creative support, and build business connections to the local marketplace.

Reporting to the Director of A&R in Toronto, the LA A&R Executive will be an integral part of a cohesive team of A&R staff in Toronto, Vancouver and Montreal who carry out the objectives of SOCAN's Membership Department. Utilizing assets such as our SOCAN House member accommodation in Silver Lake, and the writer's room in our new office space in Culver City, the successful candidate will positively affect the careers and businesses of many of SOCAN's up and coming and top writer, screen composer, and publisher members.

This position plays a key role in the success of SOCAN's member recruitment, retention, and repatriation strategy. Success in this role will be defined by the A&R Executive's contribution to the relevant Membership Department and Corporate targets.

RESPONSIBILITIES:

- Build relationships with LA based members and their business teams (and those who aspire to progress in the market) through individual meetings and networking events
- Support members through timely communication, listening to their music, attending their shows, discussing their career aspirations and needs from a creative and business perspective, including screen composer and music publisher members
- When warranted, connect members to each other and the local industry through writing collaborations, business introductions, and other means
- Participate in the recruitment of Canadian music creators by contributing to the Membership Department's efforts to scout for emerging screen composers and artists/songwriters who have the potential to be relevant in various music genres (e.g. Pop, Hip-Hop, Electronic/Dance, R&B, Rock, Audio Visual, Country, etc.)
- Help local members connect with the appropriate head office staff to resolve account and catalog administration issues

- Build and maintain collaborative relationships with the local offices of the US PROs (e.g. ASCAP, BMI, SESAC)
- Positively affect the brand of Canadian music and SOCAN's members in the LA market by advocating for and promoting our members
- Create and execute local member events that build our community and connections with the industry
- Participate in the conception and execution of SOCAN's series of Song Camps

QUALIFICATIONS:

- Proven talent assessment, talent development, and people connecting skills obtained by working in an A&R capacity in the US music publishing, record company, or other relevant industry sector
- Appreciation for a wide breadth of music genres and eras, but with an emphasis on knowledge of, and connections in, the current popular music genres such as Hip hop, R&B, Dance, Pop and "Internet" music
- Extensive contacts in the LA music industry with labels, publishers, managers, attorneys and PROs
- In depth familiarity with the needs of the songwriting, music publishing, and screen composer stakeholders of SOCAN
- Respect/Admiration for Creators & Rights Holders
- Ability to demonstrate situational awareness and discretion within music community
- Willingness to travel and work outside of traditional hours of work
- Tech Savvy/Social Media Savvy, ability to interpret digital media stats
- Organized, with the ability to handle administration tasks and fit into a corporate environment and culture

ATTRIBUTES:

- Creative
- Team player
- Experience working in a satellite office
- Understanding of the process of making and producing music
- Knowledge of performing rights and copyright
- Solid business acumen and negotiation skills
- Ability to network, connect and bring people together
- Sales and influencing skills
- Time management skills
- Excellent written and verbal communication skills

- Proficient in applicable office and business software tools

EXPERIENCE/EDUCATION:

- Minimum of 5 years' experience in an A&R role or equivalent
- Experience working in a medium or large corporation
- Post-secondary education: Bachelor of Music, Music Business Management degree preferred

LOCATION, HOURS

- Office location – Culver City, CA
- Office hours 9AM - 5PM, Monday - Fri

IS THIS JOB RIGHT FOR YOU?

Qualified applicants are invited to apply in writing to Human Resources, Sara Smolej in **English**, and include a recent copy of your resume. Please email your resume to: hr@socan.com

SELECTION:

Skills will be tested. Selection will be based on factors such as past performance, previous related experience and alignment of those skills required for this position. Only qualified applicants will be contacted for an interview.

DEADLINE:

Applications must be received in Human Resources by **noon on Friday April 20, 2018**.

ACCESSIBILITY:

SOCAN is committed to providing accommodations for disabilities. If you require an accommodation, we will work with you confidentially to meet your needs. Please direct any accommodation requirements to the HR department to ensure your accessibility needs addressed.

ABOUT SOCAN:

SOCAN is Canada's Performing Rights Organization (PRO), representing the Performing Rights of our members including some of the world's leading songwriters, screen composers, and music publishers. Our members include songwriters The Weeknd, Drake, Alessia Cara, Shawn Mendes, Coeur de Pirate, Arcade Fire, Charlotte Cardin; screen composers such as Keith Power, Amritha Vaz, Cristobal Tapia de Veer, Darren Fung, Andrew Lockington, and Lesley Barber; and domestic music publishers such as CCS Rights, Third Side, Red Brick, Cordova Bay, and Editorial Avenue. Along with the domestic rosters of multinational independent and major publishers. With a concerted use of progressive technology and a commitment to lead the global transformation of music rights, with wholly-owned companies Audiam and MediaNet, SOCAN is dedicated to upholding the fundamental truths that music has value and music creators and publishers deserve fair compensation for their work. For more information:

www.socan.com