

## TALENT BUYER

EMERGING MUSIC TRENDS | REVENUE GENERATOR | BUSINESS MANAGER

*A passionate entrepreneur with 17+ years of success as owner-operator of a talent-buying agency. A resilient leader experienced working directly with Live Music Management, Festival Organizers, Programs and Foundations to cultivate and purchase talent for diverse events and venues. Specialized in booking live entertainment for 300-800 seat music clubs, large open-air festivals and negotiating artist bookings that exceed revenue targets and result in profitable venue development.*

- Reliable, calculated risk-taker with strong knowledge of all music genres and live music trends.
- Savvy business manager with proven ability to close contracts, sell ideas and create opportunities that generate multiple streams of revenue (e.g. ticket sales & beverage sales).
- Successfully turned 3 Chicago music clubs into vital music rooms to play and experience.
- Recognized subject expert recruited to teach 'Booking and Presenting Live Performance' course at Columbia College.

### CORE COMPETENCIES

Budget Controls  
Capable Team Leader  
Deadline-Oriented Manager  
Deep Industry Knowledge

Effective Multi-Tasker  
Marketing & Pricing Strategy  
Negotiations & Contract  
Management

Revenue Generation  
Strong Agent/Manager  
Relationships

### SELECT CAREER PROGRESSION

**PRESIDENT, TALENT BUYER** | HOUSE CALL ENTERTAINMENT, INC. | CHICAGO, IL | APRIL 2001 - PRESENT |

[WWW.HOUSECALLENT.COM](http://WWW.HOUSECALLENT.COM)

*Fantastic record of booking in-demand acts year-over-year. Responsible for huge stage draws of diverse, live music lovers.*

*Primary Booking Agent for 12 live music shows between 2 performance venues, 7 nights/week for Beat Kitchen (capacity 300) and Subterranean (capacity 400). Assume the risk for all artist guarantees and company expenses while meeting revenue expectations for various clubs and festival committees.*

- **BUSINESS OPERATIONS MANAGER:** Strategically structure talent buying and streamline production management operations to prioritize conversion of leads into ticket sales.
- **REVENUE DRIVER:** Secure 16 bands for Wicker Park Fest. Execute marketing and pricing strategy to ensure performers draw record crowds and generate a minimum of \$10-15K profit through beer vendors per year.
- **RELATIONSHIP DEVELOPER:** Oversee advance, settling, handling production for shows with bands, managers, tour managers, and booking agents.
- **NEGOTIATOR:** Expand the development and music booking for Chicago Green Music Fest-2009 to 2013, budget \$50k.
- **SUCCESSFUL BOOKER:**
  - Booked live music 7 nights/week for The Abbey, capacity 550.
  - Booked Remix Chicago, budget \$25k.
  - Booked Elston Avenue Sausage & Music Fest, budget \$35k.
  - Booked North stage of Wicker Park Fest from 2004 to 2010, increasing the budget from \$15k to \$40k.
  - Booked North & South stages of Wicker Park Fest from 2011 to 2013, the budget for each stage \$40k.
  - Booked Chicago Belmont Art & Music Fest in 2007 and 2008, increasing the budget from \$20k to \$25k.
- **ORGANIZER:** Consistently demonstrated an understanding of the music audience, and retained to book appealing bands as Lead Booker.
- **CREW MANAGER:** Leverage relationships and a network of reliable staff to hire 3 member crews that effectively manage high-volume bar stations.

**ADMINISTRATIVE ASSISTANT** | MONTEREY INTERNATIONAL (ACQUIRED BY PARADIGM) | CHICAGO, IL | JUNE 1999 - APRIL 2001

*Communicated with band managers, promoters, record companies, and media as representative of an agency with >190 artists.*

- **TICKET COUNT TRACKING:** Connected with club owners and promoters to acquire weekly ticket counts.

- **SWAG ACQUISITION:** Managed industry relationships to obtain ad mats and CDs from record companies as needed.

EDUCATION

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**B.S. Music Business, Columbia College, Chicago, IL**