



JOSH SMITH

Music Industry Executive

CONTACT

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EDUCATION

UNIVERSITY OF BRIGHTON

B.A. Hons Degree
Music Production 2:1
2008-11

CHICHESTER COLLEGE

Level 3 BTEC National Certificate
Music Technology Double Merit
2007-08

SOFT SKILLS

- Creative
- Scalable startup operations
- Systems
- Music copyright & licensing
- Technical

ABOUT ME

- 12+ years music industry executive with specialist experience in music tech startups.
- My unique journey has helped me become something beyond a T-shaped executive; with B2B and B2A commercial experience, startup operations, copyright and licensing, publishing, streaming and A&R experience all under my belt.
- Systems thinker who sees the bigger picture, but am also highly strategic and able to bring big concepts down to ground level for breaking down into manageable tasks for both myself and a team.
- Strong believer in the importance of artist development & an art & people-first approach.
- Recognised independent music industry thought leader with a growing average of 20k LinkedIn post impressions on music industry content per week.

PROFESSIONAL EXPERIENCE

- INDEPENDENT** *Aug 23 - Present*
Artist Developer & Music Business Consultant
 - Independently consulting artists and music businesses on a range of specialist topics. On the artist side this involves developing artists and their products to be ready for their relevant audience and forming and guiding a strategy on how to approach and retain that audience. On the music company side this involves business development, growth and copyright/licensing consultation.
- CHILLHOP MUSIC** *Aug 22 - Aug 23*
DSP & Streaming Specialist
 - Strategised and ran projects and campaigns to improve relationships and growth on leading DSP platforms.
 - Organised and lead technical projects for implementing new DSP initiatives, such as early-adoption Spotify Discovery Mode.
 - Implemented early adoption of spatial audio releases for Chillhop Essential series and achieved top-page editorial support from Apple Music.
- VAMPR** *Feb 20 - Aug 22*
Head of A&R and Vampr Publishing
 - Strategised and rolled out the entire Vampr Publishing concept.
 - Conceptualised and proposed tech spec and interface for Vampr Publishing.
 - Drafted legal framework.
 - Lead Publishing team.
 - Built & managed relationships with partners and buyers.
 - Ran A&R, building roster and catalogue.
 - Closed blue chip sync deals for undiscovered artists.
 - Assisted with research and negotiations for Vampr Distribution.
 - Wrote for the Vampr blog.
- INDEPENDENT** *Dec 19 - Feb 20*
Music Business Consultant
- MUSIC GATEWAY** *Aug 19 - Dec 19*
Enterprise Business Development Manager
 - Strategised and lead the business development activities for Music Gateway's enterprise product "The Private Network", a project management system for production libraries, publishers and record labels.

HARD SKILLS

- Music production
- AI prompting (Midjourney & GPT)
- Python (basic - learning)
- Wireframe/Prototype design
- Notion & Roam Research expert
- HubSpot expert
- Asana expert

PROFESSIONAL EXPERIENCE

- **MUSIC GATEWAY** *Nov 18 - Aug 19*
Head of Customer Success
 - Restructured Music Gateway's Customer Success department, including systemising and implementing HubSpot's customer service tools.
 - Improved retention and MRR via onboarding improvements and customer tier restructure.
- **B-DEM RECORDS** *Jun 10 - Sep 18*
Founder & CEO
 - Electronic music record label which grew to a team of 8 freelancers.
- **CONXSERV** *Feb 16 - Dec 17*
Head of IT Business Solutions
 - Enterprise level mission-critical IT network solutions, including MSP, redundancy and data centre packages.
 - Conceptualised business development and sales systems and operations.
 - Structured and built complex network infrastructure solutions into packaged modules for easier sales.
 - Lead small team of salespeople.
 - Generated and closed 7-figure deals.
 - Various previous non-music industry business development experience back to ~2005.