

JOSETTE

MUSIC CLUB 

POSITION: BUSINESS DEVELOPMENT / PRODUCER

Music, Sound & Advertising

ABOUT JOSETTE MUSIC CLUB

Opened a year and a half ago, Josette Music Club is a sound production studio dedicated to advertising, located in Paris (5th quarter). It belongs to Sixième Son, the leading sonic branding agency in Europe.

Josette Music Club has 2 studios dedicated to the production of soundtracks for TV, radio and digital ad campaigns on behalf of advertisers or large communication groups.

As Josette Music Club is growing, we are looking for a Business Developer & Producer.

You are passionate about music, you can handle various responsibilities - development, production, consulting, communication - and want to evolve in an agile structure with high potential: you may be the person we are looking for...

JOB DESCRIPTION

1 – BUSINESS DEVELOPMENT

- **Prospecting:** you target, approach and deal with agencies and producers and ensure follow-up setting up meetings.
- **Customer loyalty:** listening to needs and looking for new projects, you create opportunities with existing customers.
- **Visibility:** you post Josette Music Club's news on social media and inform B2B targets through newsletters, private events, etc.
- **In-the-know:** you are as up-to-date as possible on the latest campaigns and musical releases.

2 - PRODUCTION

- **Management and follow-up of campaigns / operations:** from the brief to the production of campaigns, you supervise the whole project and ensure the daily relationship with clients.
- **Administrative and budgetary management of projects:** from the construction of the proposal to customer invoicing, you manage contracts.
- **Creative proposal strength:** you are able to identify the right creative talents or solutions, when necessary.

PROFILE REQUIRED

- You have at least 3 years' experience in a similar job with a strong commercial stake in the music industry, in an advertising agency, in an integrated sound production, in a media agency, audiovisual production or in artist management.
- You know the stakeholders in the advertising production industry.
- You have a strong musical culture and know the industry.
- You are rigorous, pay attention to detail, responsive, autonomous and creative.
- You are also flexible and persevering and have a solution-oriented personality, with a strong spirit of service.
- You are fluent in both written and spoken English and French.

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