

Justin Oringer



(424) 270-5870



joringer@me.com



Los Angeles, CA



www.linkedin.com/in/justinoringer

Objective

Seeking a sales/business development role that builds upon my client facing experiences in the music industry.

Education

University of Southern California / Thornton School of Music

Los Angeles, CA

Bachelor of Science in Music Industry; Certificate of Focus in Entrepreneurship

May 2019

Winner of Music Industry Entrepreneur Honors Award

Experience

HIFI

New York, NY

Member Services

February 2020 - June 2022

- Recruited new members with more than \$20 million of earnings data tracked through the HIFI Royalties Dashboard
- Vetted new partnerships and technologies, compiled competitive research, and spearheaded development and maintenance of our CRM, EMS, Customer Support, and Business Intelligence databases
- Curated the customer journey starting at lead generation, through to technical selling, as well as any support initiatives for all new client onboardings
- Undertook market research projects to unlock addressable sales opportunities using revenue forecast models, as well as various key performance indicators to determine our product, engineering and marketing roadmaps

Minnovators

Los Angeles, CA

Artist Manager

August 2016 - February 2020

- Incubated alliances and ventures with talented music industry innovators — referred to as Minnovators
- Managed artists including Pink Slip, Trent Peltz, Origami Human, Indigo Chyld, and Some Virtue
- Led the artists teams operational needs, building their teams/infrastructure, managing copyright admin/registrations, advising on artist service reporting capabilities, and identifying hiring/outsourcing needs

Airbnb Experiences / Concert Media

Los Angeles, CA

Independent Concert Promoter

September 2018 - May 2019

- Recognized for being the highest selling Concert Experience on the Airbnb Experiences platform in LA
- Created and owned the artists bookings schedule, digital marketing series for each show, as well as analytics tracking such as cross-platform performance and audience feedback to inform social strategy
- Spearheaded sponsorships with Stolichnaya and Pabst Blue Ribbon
- Successfully raised capital for talent budget investment
- Scaled our shows to four cities within six months, including Los Angeles, San Francisco, New York City, and Montreal

Round Hill Music

New York, NY

Associate

June 2018 - August 2019

- Collaborated with the Director of Investments and CTO on the ingestion and registrations for the Carlin / Bienstock music catalogs newly acquired by Round Hill
- Conducted due diligence to analyze music catalogs for potential acquisition opportunities utilizing Excel financial modeling
- Rewarded with an opportunity to join the CEO, CTO, and CFO at the annual A2IM Conference in NYC as well as the annual BMI Songwriter Awards

Stem Disintermedia

Los Angeles, CA

Associate

May 2017 - December 2017

- Recruited by the founder to provide day-to-day support to Stem's clients as well as the artist services team
- Responsible for weekly communication with clients to share and forecast streaming reports
- Launched a first-phase branding initiative at USC focused on educating students about Stem's technology and recruiting users, which earned more than 15 million streams across platforms

Skills

Sales, Business Development, CRM Strategy, Digital Strategy, Music Royalties, Email Marketing, Campaign Management, Growth Hacking, Data Analysis + Organization, Creative Storytelling, Brand Development, Event Planning, Fundraising, Operations and Process Creation, A/B Testing, Project Management, Google Suite & Apple Business, Google Analytics, Looker, Tableau, Wix/Wordpress, Serato DJ, Adobe Illustrator, Final Cut Pro