



MUSIC SALES REPRESENTATIVE

YOUR PASSION

You supervise a team responsible for marketing the entire product catalog for a record production company in all distribution channels.

YOUR SATISFACTION

Seeing an artist's sales take off and knowing that you took part in this experience.

OTHERS FUNCTIONS

Sales manager
Key account representatives

YOUR MOTIVATION

You know how to negotiate with your customers to ensure extensive exposure for your new products, promotional campaigns and catalog operations. You know that a record that is not visible is not purchased and that you must persuade stores to provide extensive exposure for your artists. You know how to develop a distinctive sales strategy based on how the specific work is positioned.

YOUR ASSETS

Your knowledge of your record company's catalog, your customers, mass retailers, specialty stores and wholesalers. You also work in digital distribution channels and you creatively find ways to develop new cooperative sales ventures. You have a flair for business and are skilled in sales techniques for the consumer market.