Head of ADA

With its broad roster of new stars and legendary artists, Warner Music Group is home to a collection of the best-known record labels in the music industry including Asylum, Atlantic, Big Beat, Canvasback, East West, Elektra, Erato, FFRR, Fueled by Ramen, Nonesuch, Parlophone, Reprise, Rhino, Roadrunner, Sire, Warner Bros., Warner Classics, and Warner Music Nashville; Warner/Chappell Music, one of the world’s leading music publishers, with a catalog of more than one million copyrights worldwide.

For more than four decades, WMG has been an industry-leading force in providing a world-class array of services designed to help artists and labels grow their careers and their businesses. Artist & Label Services is the umbrella for WEA (Warner-Elektra-Atlantic) – the pioneering WEA distribution and marketing network – and Alternative Distribution Alliance (ADA) – the groundbreaking global distribution company for independent artists and labels.

A little bit about our team:

ADA is WMG’s distribution arm. We distribute our partners music on a global scale – whether that’s full-sized labels, management companies or artists directly. This wide range of partners gives way for an exciting and ever-changing environment to contribute to. The local ADA team in Amsterdam is the heart and soul of our operations in the Benelux.

Why this could be your next big break:

The person in this role will focus on growing ADA’s local footprint, by actively pursuing new partners as well as lead the local ADA team.

Here you’ll get to:

- You will foster meaningful relationships with 3rd party labels, artists and label partners, ensuring we are maximizing any revenue opportunities for their repertoire in the Benelux.
- You will be the main regional A&R source in the Benelux by scouting and evaluating talent and potential business partners for ADA Worldwide.
- Act as partner liaison once a partner has signed on.
- Oversee the label services offering locally for incoming and outgoing repertoire.
- Update international ADA teams and WMI offices on new projects in conjunction with partners and the ADA US / UK label management teams.
- Lead the local ADA team on a day-to-day level.
- Carry responsibility for the performance of ADA in the Benelux.
- Work alongside ADA International team to coordinate global release plans for both distribution and
label services of local partner releases ex-home territory.

- Represent and champion ADA in the Benelux both internally as well as externally on local conferences and events.
- Work closely together with the Benelux A&R and marketing team to develop artist projects under the distribution wings of ADA and potential uplift projects.

**Rockstar candidates will be able to:**

- You will have a track record of successfully building strong partner relationships.
- You will have an excellent knowledge of current Business Affairs and different deal structures.
- You will have a great understanding of digital distribution globally.
- You will be motivated, creative, innovative, highly organized and detail orientated.
- You will be able to communicate effectively, and compassionately with all our stakeholders.
- Have a broad knowledge of contemporary music scene and lifestyle.
- You will be passionate about independent music and record labels.
- You will be working across many different territories, it will be important for you to be flexible, dynamic and diplomatic so you can effectively adapt to business requirements.

**It would be music to our ears if you also had:**

- 6+ years of music industry experience.
- Fluent in English + Dutch.
- HBO / University degree.
- Good working knowledge of Word, Excel, MS Office, and PowerPoint.
- Willing and able to travel internationally if business requires.

**Why join us?**

Warner Music Group is all about our people. We are one global company made up of the most knowledgeable, passionate, and creative people in our business.

It is the mission of every member of the WMG team around the world to create a nurturing environment for artists, songwriters, and the people behind the music, every stage of their career. We strive to set WMG apart from the rest of the industry by embracing a philosophy of innovation that is part of our company’s DNA.

Consider a career at WMG and be a part of one of the biggest forces in music today.

**Love this job and want to apply?**

Send your resume and cover letter before 15 December 2023 to solliciteren@warnermusic.com. We look forward to your application and will contact you as soon as possible.

Warner Music Group is an equal opportunity employer. We enthusiastically accept our responsibility to make employment decisions without regard to race, religious creed, color, age, sex, sexual orientation, gender, gender identity, gender expression, national origin, ancestry, marital status, medical
condition as defined by state law (genetic characteristics or cancer), physical or mental disability, military service or veteran status, pregnancy, childbirth and related medical conditions, genetic information or any other classification protected by applicable federal, state or local laws or ordinances.

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