

MUSIC

Agent – Represents actors, directors, writers, and other people who work in film, television, music and theater, promoting their talent, finding them jobs, and managing legal contractual business. Generally receives a 10-15% commission for booking artists. Salary Range: \$18,000 to \$50,000 to \$100,000+.

Arranger/Orchestrator – Prepares/adapts a melody and harmony (already written by a composer) for a performance, with a beginning (intro), middle, repeats, modulations, variations, and an ending. The orchestrator scores the arrangement, dividing the voices and assigning them to various instruments. An orchestrator must know music theory, the range of instruments, and how to blend them for specific sounds and effects. Salary Range: Varies.

Artist and Repertoire Coordinator – An employee of a record label who deals with artist selection and the development and expansion of a label's repertoire. Salary Range: Varies.

Arts Administrator – Manages an arts organization, or individual artists. An arts administrator may specialize in financial management, public relations, fundraising, programming, etc. Salary Range: Average \$22,000 to 45,000+ per year, depending on the size and budget of the organization.

Choreographer – Creates dance routines or steps for artist/dancers in music videos or concerts. Salary Range: Average \$22,500 to \$33,800 per year.

Composer – Writes symphony and chamber music, opera, choral music, church music, ballet, and theater music. Composers also write for commercials, industrials, feature films, and television. Salary Range: *Also see Arranger*

Conductor – Directs a symphony orchestra according to one interpretation of a piece of music. This person must have knowledge of all the orchestral instruments, an excellent sense of rhythm, a large repertoire, and a good feel for all music styles, and strong command of the baton. Salary Range: \$7,500 to \$100,000 per year.

Copyright Manager – An employee of a music publisher responsible for registering works for copyright, granting permission to use copyrighted material, and, if necessary, acquiring permission to use copyrighted works. Salary Range: Varies.

Development Director – Responsible for the development of financial support for an arts organization, including grants, membership or subscribers, capital programs, fundraising events and maintaining relations with donors. Salary Range: Average \$82,000. Varies depending on size and budget of the institution.

Disc Jockey – Plays recordings and host radios shows, often featuring a specific style of music. These shows may include interviews, news, and response to call-in listeners, comedy shows, and other features. Salary Range: \$17,000 to \$750,000+ per year.

Distributor –After the record label has manufactured the records (almost exclusively CDs and cassette tapes), the distributor sells records to retail chains and independent record stores across the country. The distributor has a network of staff to sell to the retail outlets and to do the necessary follow up to make sure the records are properly placed and selling well. Generally works for large record distribution companies such as Sony and BMG. Salary Range: Varies.

Entertainment Lawyer – Often plays a crucial role in the careers of artists, producers, songwriters, and record labels. Attorneys for record labels negotiate artists' contracts, arrange company mergers, and acquire catalogs. For artists, producers, and songwriters, attorneys negotiate contracts and often shop their client's materials to record labels in hopes of negotiating a contract. After an attorney lands a deal for an artist, the attorney will either take a percentage of the artist's advance money from the record deal, or in some cases take a percentage of the artist's income during the period of the contract in return for legal services. Salary Range: Average \$51,000 to \$127,000 per year.

Instrument Maker – Builds and/or custom designs instruments for sale privately or through a shop or factory. Often, this person is or was a musician. Salary Range: \$12,000 to \$60,000+.

Jingle Writer – Writes the lyrics to short musical compositions used as commercial advertising vehicles. *See Lyricist.* Salary Range: Varies.

Librettist – Develops short stories for operas called librettos. A librettist must have an understanding of opera, creativity, good writing skills, and a sense of stage. Salary Range: \$10,000 to \$75,000 + per opera.

Lyricist – Writes the words or lyrics in songs. *Also see Songwriter.* Salary Range: *See Songwriter.*

Manager – Oversees the career of a musician. A manager may be responsible for negotiating contracts, scheduling book signings, etc. Salary Range: Varies.

Marketing Director – Creates a public image that best reflects the label and its artists while helping to sell records. The marketing director helps to plan the advertising campaign for a record, then oversees the implementation of the campaign. Salary Range: \$30,000 to \$75,000 per year.

Mixer – Handles the audio components of a studio recording, combines and adjusts the sounds from a variety of sources in order to create a final recorded audio product. This person is in charge of the overall sound quality and volume of a final studio production. Salary Range: \$12,600 to 67,000+.

Music Critic - Writes and prepares reviews of musical performances or recordings for publications, newspapers, or television. Salary Range: \$15,000 to \$1,000,000+ per year.

Music Educator – Teaches music theory, music history, and or practical music skills. Aims to develop an appreciation and interest in music in his or her students. Salary Range: Commensurate with education and experience, typically \$25,000 to \$70,000 per year.

Music Executive – Typically the head of a record label, responsible for the leadership and policies of the company. Salary Range: \$29,000 to \$80,000 per year.

Music Historian – Usually holds a research position or teaches, but often acts as a consultant for plays, movies, and other theatrical events to assure the historic and cultural accuracy of the music being used. Possesses a thorough knowledge of worldwide or regionally specific music history and theory. Salary Range: Varies.

Music Journalist – Keeps tabs on the latest trends and developments in music and can sometimes actually become a part of music history in the making. Music journalists write about artists' lives, club scenes, up and coming artists, the music business, as well as industry trends and the latest news. Salary Range: Varies.

Music Manager – *Personal Manager* – Responsible for all planning and strategies involved with developing an artist's career. A personal manager is involved with contract negotiations, record companies, publicity, bookings, and even solving personal problems. *Business Manager* – Generally handles investments, accounting, and taxes for artists who earn a large salary. *Professional Manager* – Employee of a music publishing company who finds and promotes new material. This person must also be familiar with the company's catalog, or the type of music the company sells, and must have an understanding of the everyday business of music. Salary Ranges: Varies.

Music Publisher – Takes care of the business of promotion, exploitation, and administration of a song. The publisher finds artists to record a song, issues licenses, collects money, and pays the writer. Salary Range: Varies.

Music Supervisor – Responsible for setting up budgets and schedules, and for negotiating with composers, lyricists, songwriters, and artists. Acts as a liaison between the producer, director, composer, film editor, and music editor. Helps select the songs, as well as coordinate and produce all the music for a film. Other duties include handling all of the paperwork with regard to copyrights, licensing, reuse (using the song again for another purpose), and contracts. This is usually a freelance position and music supervisors generally work on one specific film project at a time. Salary Range: Varies.

Music Therapist – Designs programs for patients that can involve solo or group singing, playing in bands, rhythmic and other creative activities, listening to music, or attending concerts to help treat mental or physical illnesses. A music therapist may try to bring about change in a patient also by playing and teaching instruments, singing, composing, and writing songs, or playing recordings. Salary Range: \$25,000 to \$60,000 per year.

Music Video Director – Helps an artist develop a vision for a song and bring it to life in a music video. Controls all aspects of the video including visual and vocal effects, interpretations of songs, as well as all people and equipment on the set. Salary Range: Varies.

Musical Director – Oversees all music business and production for major film studios, producers, or networks (Musical Directors work in all three of these segments of the industry). It is an executive position with little creative input, but the music director is familiar with artists, composers, songwriters, and is sometimes called upon for an expert opinion. This person usually has a music background and comes from the A and R (artist and repertoire) department of a record company. Salary Range: Varies.

Musician – Performs in nightclubs, concert halls, on college campuses, and at live events such as festivals and fairs. Also records music for distribution on CDs and audiocassettes. Typically, musicians are part of a band. Depending on the type of band and music, the band may contain other musicians and/or vocalists. Salary Range: \$1,000 to \$25,000 to \$1,000,000 +.

Musicologist – Works very closely with lawyers, publishers, record companies, advertising agencies, composers, and songwriters in matters of copyright infringement. This person must have a strong background in music history and music theory, be familiar with copyright law and the legal language, as well as have the skill to write detailed analytical reports. Musicologists are called upon to make comparisons of musical compositions in alleged plagiarism cases. Therefore, a musicologist must be able to read and transcribe music with great accuracy. Salary Range: Varies.

Press Agent – Responds to press inquiries, writes press releases, and arranges press conferences. Salary Range: \$20,000 to \$90,000+.

Publicist – Handles all relations with the media regarding the label's artist. This person serves as a liaison between the label and the media, and develops relationships and contacts with all relevant publications that can help spread the word about a particular artist. The prime objective of a publicist is to make the public aware of an artist. Salary Range: Varies.

Record Producer – Handles all payroll tasks, supervises the recording sessions, and helps decide what songs will be recorded, and actually produces the records for the artists. Other responsibilities include finding the right recording studio and recording time, choosing an engineer and arranger, as well as gaining access to background vocalists and musicians when they are needed. Salary Range: Varies.

Record Promoter – Makes the public aware of a recently released or soon to be released record. A promoter's primary objective is to get radio airplay for the record being released. Radio airplay for a record can make the difference between selling several thousand records and several hundred thousand records. Salary Range: Varies.

Recording Engineer – Operates the soundboard and other electrical equipment when a musical recording is made. Salary Range: \$12,600 to \$67,000+.

Recording Studio Manager – Oversees the operations of a recording studio. The recording studio manager is responsible for scheduling recording artists, hiring sound and recording technicians, and for the financial affairs of the studio. Salary Range: Varies.

Singer –Musicians who use their voices as instruments and may perform as part of a band, choir, solo, or other ensemble, either with or without musical accompaniment. Singers perform blues, rock, opera, and classical, folk, and other music forms before an audience or in recordings. They can also earn a living as voice teachers or vocal coaches. Salary Range: \$6,900 to \$26,000 to \$70,000 and up for mega-star singers.

Songwriter – Writes the words and music for songs, including songs for recordings, advertising jingles, and theatrical performances. Most songwriters remain anonymous even if a song's performer is famous. Many songwriters also perform their own songs. Salary Range: \$20,000 to \$50,000 to \$1,000,000 +.

Sound Designer – Designs the sound system and handles all sound responsibilities for a production. This person designs the sound effects, determines the sound mix along with blending and amplifying the sound. Salary Range: \$110 to \$330+ per week.

Sound Effects Designer – Creates unique sounds and music for films, television and sound recordings. A sound effects designer often creates sounds using a computer or other technical equipment. Salary Range: Varies.

Sound Technician – *In Studio* – Responsible for technical quality of a recording. Uses studio acoustics, microphones, consoles, tape machines, computers, and special effects outboard equipment to enhance the quality of a recording. *On Stage* – Unloads and sets up equipment and instruments. Performs sound checks with musicians before a concert to make sure everything is positioned so that instruments will sound their best and vocals will blend in a pleasing manner. While the show is in progress, the sound technician operates the soundboard to adjust the volume of voices and instruments. After the show, the technician checks the equipment for malfunctions and packs up the sound equipment. Salary Range: \$12,600 to \$67,000+.

THEATRE

Actor/Actress – Auditions for roles in theatrical productions, memorizes lines from scripts, attends rehearsals, and performs in theatrical productions. He or she interprets dramatic roles in plays and other theatrical productions. Individuals may perform in acting roles only, or may also sing and/or dance. Salary Range: Varies.

Agent – Represents actors, directors, writers, and other people who work in film, television, and theater, promoting their talent, finding them jobs, and managing legal contractual business. Salary Range: \$18,000 to \$50,000 to \$100,000+.

Artistic Director – This person is in charge of set preparation, the designing of wardrobe, hairstyling, makeup, and the creation of some special effects. The artistic director oversees all the design personnel, making sure everything is in line with the director's vision for the physical "look" of the production. Salary Range: Varies.

Associate Director – Assists the director by preparing and cueing cast and crew for the next shot or scene. Salary Range: Varies.

Board Operator – Operates the soundboard and other electrical equipment during a stage performance whether it is a play or a musical performance. Salary Range: \$50-\$2000 per week.

Box Office Manager – Arranges the sale of tickets through mail order, advance ticket sales at the theater, and any other means of dispersing tickets. This person is held accountable for all ticket sales and money derived from them. Salary Range: Varies.

Casting Director – Identifies actors for roles in a theatrical production and auditions the actors and actresses. After reading the script, the casting director gives the producer, playwright, and director of the production a roster of actors and actresses to be auditioned for roles in the production. The casting director then makes decisions regarding who to keep and passes it on to the playwright, director, and producer who make the final decision. Salary Range: Average \$25,600 to \$33,800 per year.

Choreographer – Creates the dance steps used in theatrical productions. Salary Range: Average \$22,500 to \$33,800 per year.

Company Manager – Oversees the operations and day to day activities of a theater production. This person oversees the record keeping, keeps the production running smoothly, sets up and disperses payroll funds, oversees ticket sales, and documents sales of tickets and cash flow for each performance. Salary Range: \$400 to \$2,000 + per week.

Costume Designer – Develops and creates costume designs for clothing worn in theatrical productions. At times, the job entails locating 'off the rack' clothing that fits into the production. Salary Range: \$500 to \$1,500 per show.

Development Director – Responsible for the development of financial support for an arts organization, including grants, membership or subscribers, capital programs, fundraising events and maintaining relations with donors. Salary Range: Average \$82,000. Varies depending on size and budget of the institution.

Director – Conducts auditions, selects cast members, conducts rehearsals, and oversees the entire process behind the production – from actors, dancers, and musicians to designers and box office personnel. This person uses his or her knowledge of acting, voice, and movement to elicit the best possible performance from the team actors and designers. Salary Range: \$2,500 to \$8,000 per 3-4 week show, or up to \$100,000 plus royalties for Broadway shows.

Drama Therapist – Uses the creative processes inherent in drama to conduct individual or group sessions to determine the underlying causes of problems and to help patients achieve therapeutic goals. Salary Range: \$20,000 to \$50,000 per year.

Dramaturg – Works closely with playwrights and production teams as a consultant to present an accurate theatrical staging of a historic or a literary work. Must have an in depth knowledge of historic periods, language, literature, speech patterns and cues. Salary Range: Varies.

Educator (teacher) – Instructs students in various subject matters, utilizing various methods of lecture and demonstration; uses audiovisual aids and other materials to supplement presentations. Requires a bachelor's degree and 2-4 years of experience in the field or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Salary Range: Varies.

Education Director – Responsible for supervising, developing and coordinating educational programs at an arts institution. An education director may write educational materials, design educational exhibits, and work with schools and the community. Salary Range: Average \$37,000 to \$60,000 per year.

Executive Director – Provides leadership for an art institution and is responsible for policy making, long-range planning, staffing, overseeing funding, and may be responsible for financial management. Salary Range: Can range from \$50,000 to \$450,000, depending on the size and budget of the institution.

Fight Director – Creates choreographed scenes of stage violence with swords, guns, or hand-to-hand combat. Salary Range: Varies.

House Manager – Responsible for the upkeep of the theater. The House Manager must be present whenever anyone else is in the theater, and is in charge of the ushers, extra stagehands that are hired to move sets into and out of the theater, and upholding fire and safety laws. The House Manager is also responsible for interacting with ticket holders (audience), addressing any questions or complaints that may arise. Salary Range: Varies.

Lighting Designer – Oversees all aspects of lighting for a theatrical production. This person creates the stage lighting by determining the necessary equipment, charting light boards, and mapping out light placement. Salary Range: \$110 to \$330+ per week.

Literary Manager – Reads scripts, suggests revisions, markets playwrights' scripts to producers, and negotiates contracts for playwrights and writers. Salary Range: \$18,000 to \$500,000+ per year.

Managing Director – Responsible for the financial well being of a theatre company. The managing director is in charge of the budget, employee payroll, and other fiscal matters. Salary Range: Average \$40,000 per year.

Marketing Director – Oversees all of a particular production or theatre company's marketing, promotion, publicity, advertising, and direct sales (if called for). Salary Range: \$35,000 to \$90,000+ per year.

Master Electrician – Oversees all the connections and marks the circuits for both sound and lighting effects. Salary Range: Varies.

Personal Manager – Represents one or more clients (actors/actresses), overseeing all aspects of the clients' careers. This person advises the client on all business decisions and many creative decisions. Salary Range: generally 10% to 50% of a client's earnings, but can vary widely.

Play Publisher – Takes care of the business of promotion, exploitation, and administration of a play. The publisher finds artists to write a play, issues licenses, collects money, and pays the writer. Salary Range: Varies.

Playwright – Writes scripts for plays ranging from dramas, musicals, thrillers, tragedies, mysteries, and comedies. This person writes both the dialogue and set descriptions for a play. The playwright is responsible for revisions in the script when the producer requests changes. Salary Range: Varies.

Production Manager – An administrator in charge of business and production details for a play or film. Arranges schedules and budgets for all elements of a production, including staff, crew and cast. Salary Range: Varies

Property Designer – Plans and supervises the production of pieces needed for theatrical productions (from palm trees and antique sofas to masks or paws of an animal). Salary Range: Varies.

Properties Master – Is in charge of all Company property and is responsible for the security and condition of each and set once it is up and dressed and during the actual performance. Salary Range: Varies.

Publicist – Handles all relations with the media necessary for a theatrical production and the actors/actresses in it. Contracts with all relevant publications to help spread the word about a particular show. A publicist's prime objective is to make the public aware of a theatrical production. Salary Range: Varies.

Resident Producer – Selects plays or scripts, arranges finances, and decides the size, content, and budget of the production for a particular theater or playhouse. Salary Range: Varies.

Scenic Designer – Creates the set designs for theatrical productions and helps to conceptualize the ideas necessary for sets. Works with the director, lighting designer, and one or more assistants to produce a variety of effects using backdrops, props, and lighting. The scenic designer formulates the look of the show. Salary Range: Average \$29,500 to \$43,700 per year.

Sound Designer – Designs the sound system and handles all sound responsibilities for a theater production. This person designs the sound effects, determines the sound mix along with blending and amplifying the sound. Salary Range: \$110 to \$330+ per week.

Sound Technician – Makes sure the audience can hear the dialogue and sound effects during a theatrical production. Plays the sound effects, amplifies the sound, as well as blends and mixes the sound. Salary Range: \$350 to \$2,000+ per week.

Stage Manager – Acts as the director's representative. Schedules rehearsals, updates scripts, blocks shows, calls cues, and handles paperwork. Acts as a liaison between the cast and crew, and the management. Larger, more prestigious or elaborate shows might require assistant stage managers. Salary Range: \$350 to \$1,865+ per week.

Theatre Professor – (College/University) Teaches courses in the performing arts and theater. May specialize in scenic design, acting, scriptwriting, drama, dance, staging, and music. Salary Range: \$24,000 to \$65,000+ per year.

Theatre Critic – Writes and prepares reviews of plays and other theatrical productions for publications, newspapers, or television. Salary Range: \$15,000 to \$1,000,000+ per year.

Usher – Hands out programs, assist patrons to their seats in a theater, hall, arena, or performing arts center. Directs patrons to restrooms, telephones, and refreshments, and may also handle complaints or settle disputes between patrons. Salary Range: Average \$11,900 to \$17,700 per year.

Wardrobe Supervisor – Maintains all costumes once the play opens. The wardrobe supervisor makes sure costumes are adjusted to fit stand-ins, are in top condition for each performance, and along with assistants packs, unpacks, repairs, puts the costumes in the dressing rooms, and assist the actors and actresses into costumes. Salary Range: \$30,000 to \$55,000 for full time employment.

MEDIA

Announcer/Broadcaster – One who creates vocal recordings for television or radio. An announcer or broadcaster often introduces performances, comments on current events or reads news stories. Salary Range: Varies.

Artist Agent – Represents a performing artist. An agent is responsible for finding out about and arranging for an artist's auditions, negotiating contracts, and ensuring that no conflicts between performer and potential employer exist. Salary Range: Typically a percentage of an artist's salary.

Arts Administrator – Manages an arts organization, or individual artist. An arts administrator may specialize in financial management, public relations, fundraising, programming, etc. Salary Range: Average \$22,000 to 45,000+ per year, depending on the size and budget of the organization.

Audio Technician – Responsible for the sound quality of a production. An Audio Technician must possess a thorough knowledge of electronic media and be capable of setting up media programs and installations. Salary Range: First year \$25,000 to \$30,000.

Broadcast Technician – Operates equipment used in broadcasts. Provides maintenance of equipment when necessary. A certain degree of creativity and latitude is expected. Salary Range: \$30,000-\$50,000.

Casting Director (network) – Supervises the casting of all of a network's television programs. Works with individual casting directors and producers to hire performers and discover new talent for the network. The network casting director will conduct general auditions as well as national talent searches, and will read scripts and oversee the casting budget. Salary Range: Varies.

Composer – Writes symphony and chamber music, opera, choral music, church music, ballet, and theater music. Composers also write for commercials, industrials, feature films, and television. Salary Range: Varies.

Cinematographer/Videographer – Responsible for shooting all film and videotape to be used in a program. This person must be creative as well as adept at using many different types of cameras and recorders. Salary Range: Average \$28,000 to \$35,000 per year.

Costume Designer – Develops and creates costume designs for clothing worn in film and video productions. At times, the job entails locating 'off the rack' clothing that fits into the production. Salary Range: Varies.

Critic - Views television shows and then writes reviews for publication in newspapers and magazines. Salary Range: \$15,000 to \$1,000,000+ per year.

Digital Artist – Uses computers and digital technology to create works of art and design. May be responsible for designing and developing interactive products, including websites and other forms of new media. Salary Range: Varies.

Director – Plans, develops, and directs video productions to meet the needs and specifications of individual clients. Productions may range from fifteen second TV commercials to feature length made for TV movies. Salary Range: \$35,000 to \$55,000+.

Executive Director – Provides leadership for an art institution and is responsible for policy making, long-range planning, staffing, overseeing funding, and may be responsible for financial management. Salary Range: Can range from \$50,000 to \$450,000, depending on the size and budget of the institution.

Film Editor – Edits various pre-taped segments and assembles them, together with special effects and sound, into a finished film. Salary Range: Average \$45,000 to \$53,000 per year.

Filmmaker – Directs and/or produces films to be viewed by means of theater, television, or other form of visual media. Salary Range: Varies.

General Manager – Responsible for the day-to-day operations of a radio or television station. Duties include developing budgets and promotions/marketing. Salary Range: Varies.

Graphic Artist – Part of a creative support team, which may include a TV cartoonist and an art director, that designs and creates all art and visual materials used to enhance a television program, news publication or website. Salary Range: Average \$31,000 to \$36,000 per year.

Hair Stylist – Creates the hair styles for media personalities by washing, cutting, styling, and coloring hair and wigs for them. Salary Range: \$14,000 to \$100,000+ per year.

Key Grip – Is responsible for setting all reflectors and light modifying control devices and for supervising and coordinating the operation of the Grip crew as efficiently, effectively and safely as practicable in order to prepare the set and expedite lighting, camera placement and camera movement procedures involving Grip personnel. Salary Range: Varies.

Lighting Technician – Responsible for achieving the lighting effects desired by the director of a production. Lighting technicians use a variety of floodlights, spotlights, filters, and other accessories to provide the balance necessary for lighting a set. Salary Range: Varies.

Location Manager – In charge of making all arrangements for an "on-location" shoot. Works with director to determine necessary location for a particular script, then is responsible for finding and attaining sites for film shoots. The location manager obtains clearance to use particular locations, manages all location-related matters, such as maintaining relationships between location proprietor and film crew. Salary Range: Varies based on budget of film and number of locations in film.

Makeup Artist – Creates or changes the appearance of actors in a production through the use of makeup and prosthetic devices. Salary Range: \$14,000 to \$100,000+ per year.

Manager – Oversees the career of a writer. A manager may be responsible for negotiating contracts, scheduling book signings, etc. Salary Range: Varies.

Marketing Director – In charge of creating a public image that promotes shows and best reflects the Dance Company and its performers. The marketing director helps to plan the advertising campaign for a show, then oversees the implementation of the campaign. Salary Range: Varies.

Marketing Manager – Oversees all of a particular media company's marketing, promotion, publicity, advertising, and direct sales (if called for). Salary Range: \$35,000 to \$90,000+ per year.

Master Control Operator – Responsible for ensuring that all programming airs properly during a shift, and makes any corrections necessary during the airing of commercials. Monitors closed-captioning, multiple video and audio signals, and is in charge of any trouble-shooting or problem solving. Salary Range: Varies.

Music Director – Oversees the composition of music for a television station, program or network. Responsible for contract negotiations, music administration, selecting production music libraries, and the production of original music. The music director also may serve as a talent scout for composers and performers. Salary Range: Varies.

News writer – Writes, edits and sometimes produces news stories. Salary Range: Average \$42,000 to \$64,000 per year.

Operations Manager – Plans and supervises all technical aspects of a network's programming. Salary Range: Varies.

Photographer – Shoots pictures of people, places, events, and things to be used in print publications or TV shows. A photographer may also create special effects for pictures through the use of various techniques, both natural and contrived. Salary Range: Average \$16,000 to \$41,000 per year.

Photography Manager – Manages the photographic footage for TV series, movies, mini-series and pilots. The photography manager may analyze scripts and interact with actors, producers, agents and television executives. Salary Range: Varies.

Press Agent/Publicist – Publicizes name of a TV station, program, or personality through the compilation of press kits, writing press releases, arranging press conferences, and planning publicity campaigns. Salary Range: \$18,000 to \$ 150,000 + per year.

Producer – Responsible for all of the operational and editorial aspects of a television or film production. Oversees the production from concept to post production and marketing and is responsible to the production's financial backers. Salary Range: Average \$43,000 to \$91,000+.

Production Assistant – Assists the program manager and may be assigned writing, directing, promotion, and/or gopher duties. The PA also assists in moving equipment and other items on a set. Salary Range: Average \$20,000 to \$28,000 per year.

Production Coordinator – Responsible for all studio production and the supervision of production staff. In small operations this job may include creative production duties. Salary Range: \$45,000 to \$90,000.

Production Manager – The off-set expeditor in charge of administrative business and production details for a large budget production. The production manager is supervised by the producer and is responsible for budgeting, arranging and scheduling all production elements, including staff, cast and crew. Salary Range: Varies.

Program Director – Works for a particular radio station to select music, programs, research audience preferences, maintain relationships with affiliated stations, formulate long-term plans, manage talent and manage budgets. Salary Range: Varies.

Properties Master – Is in charge of all Company property and is responsible for the security and condition of each and set once it is up and dressed and during the actual shooting process. Salary Range: Varies.

Public Relations Director – Develops and maintains programs for TV stations, shows, or personalities that present a favorable public image. Salary Range: \$15,000 to \$50,000 to \$150,000.

Reporter – Gathers information and prepares stories that inform the public about local, state, national, and international news and events. Salary Range: \$21,000 to \$79,000+, depending on the size of the market.

Set Dresser – Placing objects, fixtures, and furnishings to walls, floors and ceilings of settings or about the production site for cinematic purposes. Can be done to the interior or exteriors of a set. Salary Range: Varies.

Scenic Designer – Creates the set designs for productions and helps to conceptualize the ideas necessary for sets. This person works with the director, lighting designer, and one or more assistants to produce a variety of effects using backdrops, props, and lighting. The scenic designer helps formulate the "look" of a production. Salary Range: Average \$29,500 to \$43,700 per year.

Screenwriter – Responsible for transforming a story, play, or disposition into a visually oriented script, including narration dialogue and camera instructions. Also responsible for making any changes, deletions, or additions called for during production. Salary Range: \$25,000 to \$65,000+.

Script Supervisor – Responsible for keeping track of which scenes have been covered, along with any deviations in the script, dialogue or continuity. Salary Range: Varies.

DANCE

Arts Administrator – Manages an arts organization, or individual artist. An arts administrator may specialize in financial management, public relations, fundraising, programming, etc. Salary Range: Average \$22,000 to 45,000+ per year, depending on the size and budget of the organization.

Ballet Master/Mistress – Takes care of the ballet company artistically, but is also responsible for keeping the physical space clean, teaching ballet classes, and acting as rehearsal director when called upon. Salary Range: Varies.

Chiropractor – Diagnoses and treats patients whose health problems are associated with the body's muscular, nervous, and skeletal systems, especially the spine. Chiropractors believe interference with these systems impairs normal functions and lowers resistance to disease. Salary Range: Varies.

Choreographer – Creates original dances as well as interpretations of traditional dances. A choreographer also instructs performers at rehearsals and auditions performers. Salary Range: Average \$22,500 to \$33,800 per year.

Composer – Writes the music for dance performances. Often works with the choreographer and director to create the musical concept for a particular performance. Salary Range: Varies.

Costume Designer – Develops and creates costume designs for clothing worn in shows and dances. At times, the job entails locating 'off the rack' clothing that fits into the production. Salary Range: Varies.

Dance Archivist – Documents dances in an archive and keeps the material accessible to the public. Salary Range: Varies.

Dance Captain – Leads dance rehearsals after the dances are choreographed. Assists the choreographer in teaching combinations to the dancers. Salary Range: Varies.

Dance Critic – Writes and prepares reviews on dance productions for publications, newspapers, or television. Salary Range: \$15,000 to \$1,000,000+ per year.

Dance Historian – Studies dance history, from past cultures to recent trends, and passes on his or her knowledge through writing and teaching. Salary Range: Varies.

Dance Notationist – Records dances using graphic symbols, called labanotation, to produce a graphic score. The score includes graphic notation of movement music, costume sketches, background notes, and as many other details as are required to re-stage a performance. Dance companies hire dance notationists. Salary Range: Varies.

Dance Teacher – (Private) Instructs students in the techniques of various forms of dance. May teach a variety of dance styles, and instruct in the fundamentals as well as advanced dancing techniques. Salary Range: \$10 to \$250+ per class.

Dance Therapist – Utilizes dance as a tool to achieve therapeutic goals and treat physical/mental illnesses. Salary Range: Varies.

Dance Writer – Writes about the art of dance and often creates/writes new dance steps and routines. Salary Range: Varies.

Dancer – Uses body movement to express ideas, tell stories, and entertain. Professional dancers may perform ballet, classical, folk, ethnic, jazz, or modern dance. Most individuals specialize in one or two forms. Salary Range: Varies.

Dancewear Designer – Designs and creates the wardrobe for a show. This person designs everything from clothing to footwear. Salary Range: Varies.

Development Director – Responsible for the development of financial support for an arts organization, including grants, membership or subscribers, capital programs, fundraising events and maintaining relations with donors. Salary Range: Average \$82,000. Varies depending on size and budget of the institution.

Education Director – Responsible for supervising, developing and coordinating educational programs at an arts institution. An education director may write educational materials, design educational exhibits, and work with schools and the community. Salary Range: Average \$37,000 to \$60,000 per year.

Executive Director – Provides leadership for an art institution and is responsible for policy making, long-range planning, staffing, overseeing funding, and may be responsible for financial management. Salary Range: Can range from \$50,000 to \$450,000, depending on the size and budget of the institution.

Exercise Instructor – Instructs in the techniques of various forms of exercise and weight training. May teach a variety of exercise styles (i.e. yoga), and instruct in the fundamentals as well as advanced techniques. May also advise on nutrition. Salary Range: Varies.

Festival Coordinator – Oversees all of the festivities at dance festivals. These festivals are held nationwide and are often run annually. Salary Range: Varies.

Gymnast – Competes in gymnastics (i.e. balance beam and floor exercise). Gymnastics is often used for stunt work or in the choreography of theatrical productions. Salary Range: Varies

Hair Stylist – Creates the hair styles for dancers and other performers by washing, cutting, styling, and coloring hair and wigs for them. Salary Range: \$14,000 to \$100,000+ per year.

Ice Skater – Skates on ice performing stunts, competing, and/or dancing to entertain, tell a story, and express ideas. Salary Range: Varies.

Kinesiologist – Plans and conducts exercise programs to help their patients develop or maintain endurance, strength, mobility, and coordination. This person helps people to keep their muscle tone during long periods of inactivity. Salary Range: \$16,000 to \$28,000 to \$48,000+.

Makeup Artist – Creates or changes the appearance of dancers in a performance through the use of makeup. Salary Range: Varies.

Managing Director – Responsible for the financial well being of a dance company. The managing director is in charge of the budget, employee payroll, and other fiscal matters. Salary Range: Average \$40,000 per year.

Marketing Director – In charge of creating a public image that promotes shows and best reflects the Dance Company and its performers. The marketing director helps to plan the advertising campaign for a show, then oversees the implementation of the campaign. Salary Range: Varies.

Massage Therapist – Presses and rubs the skin and muscles in an effort to achieve a variety of therapeutic effects. Massage therapists often are key in dancer rehabilitation. Salary Range: \$10,700 to \$40,000 to \$72,800.

Movement Teacher – Instructs dancers and non-dancers how to move more effectively and efficiently. Salary Range: \$10 to \$250+ per class.

Physical Therapist – Restores mobility, alleviates pain and suffering, and works to prevent injury and permanent disability for patients. Physical Therapist are key in a dancer's rehabilitation from an injury. Salary Range: \$20,000 to \$38,000 to \$68,000+.

Public Relations Director – Develops and maintains programs for dance companies that present a favorable public image. Salary Range: \$15,000 to \$50,000 to \$150,000.

Recreational Specialist – Develops and initiates therapeutic interventions consistent with patient needs and interests. Typically reports to a supervisor or manager. Salary Range: \$37,000-\$46,000 per year.

Scenic Designer – Creates the set designs for productions and helps to conceptualize the ideas necessary for sets. This person works with the director, lighting designer, and one or more assistants to produce a variety of effects using backdrops, props, and lighting. The scenic designer helps formulate the "look" of a production. Salary Range: Average \$29,500 to \$43,700 per year.

School Administrator – Manages a dance school. The administrator may coordinate teaching schedules, enroll students and take care of other administrative needs. Salary Range: Varies.

ART

Animator – Draws a series of pictures, by hand and/or computer, that form animated cartoons when transferred to film or tape. Salary Range: Average \$29,500 to \$43,700 per year.

Architect – Designs and supervises the construction of buildings or other large structures. Salary Range: Average \$30,000 to \$68,000 per year.

Archivists – Appraises, arranges and coordinates the storage and retrieval of important files and documents. Provides supervision and direction to staff. May require a bachelor's degree or its equivalent with at least 2-4 years of related experience. Relies on experience and judgment to plan and accomplish goals. Salary Range: \$39,000-\$48,300 per year.

Art Critic – Writes comments on art for publications or television. Art critics help to shape public tastes with their opinions, and in the process can make or break an artist's career. Salary Range: Varies.

Art Dealer – Involved in the buying and selling of works of art. Salary Range: Varies.

Art Director – Coordinates the "look" for all visual components of a company or organization. Administrative duties are also included in the job description. Salary Range: Average \$50,000 per year.

Art Gallery Manager – Responsible for administrative and financial duties, as well as the selection of artists to feature and promote in the gallery. Salary Range: Varies.

Art Historian – Studies the art of the past and more recent cultures, then conveys that knowledge through his or her writings and teachings. Salary Range: Varies.

Art Therapist – Provides therapeutic service by enabling others to make art. Art therapists must be trained both in art and clinical therapy, and they must have a thorough and practical understanding of how people experience the creative process. Salary Range: Varies.

Artist Agent – Represents a performing artist. An agent is responsible for finding out about and arranging for an artist's auditions, negotiating contracts, and ensuring that no conflicts between performer and potential employer exist. Salary Range: Typically a percentage of an artist's salary.

Arts Administrator – Manages an arts organization, or individual artist. An arts administrator may specialize in financial management, public relations, fundraising, programming, etc. Salary Range: Average \$22,000 to 45,000+ per year, depending on the size and budget of the organization.

Cartoonist – Draws political, promotional, social, and sports cartoons. Most cartoonists have humorous, critical, or dramatic talents in addition to drawing skills. Salary Range: Average \$34,000 to \$47,500.

Computer Artist – Creates works of art using computer technology. Salary Range: Varies.

Conservator – Conserves and restores a collection of art work. A conservator performs or supervises treatments of artwork carried out in conservation and scientific laboratories, and may also report on and document the conservation process. Salary Range: Average \$63,000 to \$38,000 per year.

Costume Designer – Develops and creates costumes worn in film and theatrical productions. At times, the job entails locating 'off the rack' clothing that fits into the production. Salary Range: Varies.

Curator – Responsible for the preservation of a museum's collection and for insuring the collection is visually accessible to the public. Salary Range: \$30,000 to \$58,000+.

Designer –Responsible for insuring that, through design, useful products and materials are also visually pleasing. Salary Range: Average \$29,000 to 68,000 per year.

Development Director – Responsible for the development of financial support for an arts organization, including grants, membership or subscribers, capital programs, fundraising events and maintaining relations with donors. Salary Range: Average \$82,000. Varies depending on size and budget of the institution.

Draftsman –Responsible for routine drafting projects, such as the preparation of various drawings of structures and equipment systems derived from layouts and sketches. Has knowledge of commonly used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Works under immediate supervision. Reports to a supervisor. Salary Range: \$35,000-\$43,000 per year.

Educator (teacher) – Instructs students in various subject matters, utilizing various methods of lecture and demonstration; uses audiovisual aids and other materials to supplement presentations. Requires a bachelor's degree and 2-4 years of experience in the field or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Salary Range: Varies.

Education Director – Responsible for supervising, developing and coordinating educational programs at an arts institution. An education director may write educational materials, design educational exhibits, and work with schools and the community. Salary Range: Average \$37,000 to \$60,000 per year.

Executive Director – Provides leadership for an art institution and is responsible for policy making, long-range planning, staffing, overseeing funding, and may be responsible for financial management. Salary Range: Can range from \$50,000 to \$450,000, depending on the size and budget of the institution.

Exhibit Designer – Orchestrates the look of an exhibit. Exhibit designers focus on the number of images or objects in an exhibit, the information to be conveyed to the public, and the amount of square footage available for display. Salary Range: \$53,600 per year.

Fashion Designer – Designs clothing and accessories. Salary Range: Average \$30,000 to \$68,000+ per year.

Graphic Artist – Designs page layouts for magazines, company logos, brochures, shopping bags, compact disc covers, and restaurant menus. For items such as magazines and pamphlets, a graphic artist organizes the text or copy, selects the lettering, and arranges any photographs or illustrations on a page. Salary Range: Average \$30,000 to \$68,000 per year.

Hair Stylist – Creates the hair styles for performers by washing, cutting, styling, and coloring hair and wigs for them. Salary Range: \$14,000 to \$100,000+ per year.

Illustrator – Paints or draws pictures for books, magazines, and other publications, films, and paper products, including greeting cards, wrapping paper, and stationery. Many do a variety of illustrations, while others specialize in a particular style. Salary Range: Average \$24,800 to \$36,000 per year.

Interior Designer – Plans the space and furnishes the interiors of private homes, public buildings, and commercial establishments. An interior designer may also plan additions and renovations. Salary Range: Average \$23,000 to \$65,000 per year.

Jewelry Designer – Designs and creates pieces of jewelry. May work with precious metals, stones and other materials. Salary Range: Average \$29,000 to \$68,000 per year.

Makeup Artist – Creates or changes the appearance of the actors in a production through the use of makeup and prosthetic devices. Salary Range: Average \$25,000, but may vary greatly.

Managing Director – Responsible for the financial well being of an arts organization. The managing director is in charge of the budget, employee payroll, and other fiscal matters. Salary Range: Average \$40,000 per year.

Marketing Director – Creates a public image that best reflects the organization. The marketing director helps to plan the advertising campaigns for the organization, then oversees the implementation of the campaign. Salary Range: Varies.

Medical Illustrator – Draws illustrations of human anatomy and surgical procedures. A medical illustrator must possess both artistic ability and medical knowledge. Salary Range: Average \$34,000 to \$60,000 per year.

Muralist – Paints or draws murals, often on large walls in public areas. Salary Range: Varies.

Museum Educator – Develops and designs programs for the public. These programs include the explanation of exhibits, and classes, workshops, lectures, and tours. Museum educators often offer outreach programs to schools or local communities. Salary Range: Average \$23,000-\$45,000 per year.

Painter – Creates pictures on canvas, furniture, clothing, and walls, producing two-dimensional art forms. Materials painters use includes oils, watercolors, acrylics, pastels, magic markers, pencils, pens, and charcoal. Salary Range: Varies.

Photographer – Shoots pictures of people, places, events, and things to be used in print publications or TV shows. A photographer may also create special effects for pictures through the use of various techniques, both natural and contrived. Salary Range: Average \$40,000 per year.

Preparator – Supervises the installation of art objects; plans and directs the fabrication, installation and disassembly of museum exhibits. Salary Range: Average \$30,000 to \$37,000 per year.

Printmaker – Creates printed images on fabric, paper, or other materials. Printmakers apply designs to materials by engraving, etching, and using other mediums. Salary Range: Varies.

Scenic Designer – Creates the set designs for video productions and helps to conceptualize the ideas necessary for sets. The scenic designer works with the director, lighting designer, and one or more assistants to produce a variety of effects using backdrops, props, and lighting. The scenic designer helps formulate the look of a production. Salary Range: Average \$29,500 to \$43,700 per year.

Sculptor – Molds, joins, carves, or cuts materials such as clay, glass, plastic, wire, wood, or metal into three-dimensional art forms. Salary Range: Varies.

Technical Illustrator- Draws or paints pictures or diagrams for textbooks, manuals or other instructional materials. Salary Range: Average \$24,800 to \$36,000 per year.

Textile Designer – Designs fabric for garments, upholstery, rugs, and other products, using knowledge of textile materials and fashion trends. Textile designers often use computers for pattern designs. Salary Range: Average \$30,000 to \$68,000 per year.

Tour Guide – Guides people through a museum while describing exhibits and providing background on the history of various exhibits. Salary Range: Varies. Is often a volunteer position or a function of a museum educator.

Web Designer – Designs and constructs web pages/sites including incorporating graphic user interface (GUI) features and other techniques. Maintains and provides ongoing design of the website, promos and ad banners, seasonal content specials and custom chat launcher design for partners. Salary Range: \$55,000-\$74,000 per year.

LITERATURE

Actor/Actress – Auditions for roles in theatrical productions, memorizes lines from scripts, attends rehearsals, and performs in theatrical productions. He or she interprets dramatic roles in plays and other theatrical productions. Individuals may perform in acting roles only, or may also sing and/or dance. Salary Range: Varies

Communications Coordinator – Coordinates internal/external public and community relations activities. Salary Range: \$20,000 to \$45,000.

Comic Strip Writer – Writes and often illustrates comic strips or political cartoons found in newspapers and magazines. Salary Range: Varies.

Copy Editor – Edits the text used for advertisements, catalogs, product packages, etc. Salary Range: Average \$37,000 to \$53,462 per year.

Copy Writer – Writes the text used for advertisements, catalogs, product packages, etc. Salary Range: Average \$37,000 to \$53,462 per year.

Digital Artist – Uses computers and digital technology to create works of art and design. May be responsible for designing and developing interactive products, including websites and other forms of new media. Salary Range: Varies.

Editor – Selects and prepares materials for publication or broadcasting and supervises writers. Salary Range: \$40,000+.

Educator (teacher) – Instructs students in various subject matters, utilizing various methods of lecture and demonstration; uses audiovisual aids and other materials to supplement presentations. Requires a bachelor's degree and 2-4 years of experience in the field or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Salary Range: Varies.

Ghostwriter – Writes, rewrites, or edits books, songs, or articles for authors or artists while receiving little or no credit for his or her work. Salary Range: Varies.

Graphic Artist – Designs page layouts for magazines, company logos, brochures, shopping bags, compact disc covers, and restaurant menus. For items such as magazines and pamphlets, a graphic artist organizes the text or copy, selects the lettering, and arranges any photographs or illustrations on a page. Salary Range: Average \$30,000 to \$68,000 per year.

Illustrator – Paints or draws pictures for books, magazines, and other publications, films and paper products. Salary Range: Average \$23,000 to \$65,000+ per year.

Journalist – Writes for a newspaper, magazine or television news station, usually reporting on news or feature stories of public interest. Salary Range: Average \$42,000 to \$64,000+ per year, depending on the size of the market.

Journalism Teacher – Instructs secondary classes in journalism, creative writing, and English. This person also oversees student publications. Salary Range: \$15,000 to \$40,000+.

Literary Critic – Writes comments on literature for publications or television. Literary critics' help to shape public tastes with their opinions, and in the process can make or break a writer's career. Salary Range: Varies.

Literary Manager – Reads scripts, suggests revisions, markets playwrights' scripts to producers, and negotiates contracts for playwrights and other writers. Salary Range: \$18,000 to \$500,000+ per year.

Manager – Oversees the career of a writer. A manager may be responsible for negotiating contracts, scheduling book signings, etc. Salary Range: Varies.

Marketing Director – Creates a public image that best reflects the publishing company and its authors while helping to sell books. The marketing director helps to plan the advertising campaign for a particular book, then oversees the implementation of the campaign. Salary Range: Varies.

Online Editor – Edits and oversees the content of web-based publications. Salary Range: Average \$37,000 to \$53,000 per year.

Photographer – Shoots pictures of people, places, events, and things to be used in print publications or TV shows. A photographer may also create special effects for pictures through the use of various techniques, both natural and contrived. Salary Range: Varies.

Photojournalist – A photographer who specializes in photographing newsworthy people, places or events. A photojournalist may work for a newspaper, magazine or television news station. Salary Range: Average \$40,000 per year.

Playwright – Writes scripts for plays ranging from dramas, musicals, thrillers, tragedies, mysteries, and comedies. A playwright writes both the dialogue and set descriptions for a play. The playwright is responsible for revisions in the script when the producer or director requests changes. Salary Range: Varies.

Poet – Composes poetry and other types of verse for magazines and books. Salary Range: Up to \$2.00 per line, sometimes more.

Press Agent – Responds to press inquiries, writes press releases, ghostwrites speeches and newspaper columns, and arranges press conferences. Salary Range: \$20,000 to \$90,000+.

Professor – Teaches courses in literature, writing, and journalism at the college level. May also be involved in research and scholarly writing. Salary Range: Average \$73,000 to \$110,000 per year.

Public Relations Director – Develops and maintains materials that present a favorable public image of a newspaper, magazine, television station or publishing company. Salary Range: \$15,000 to \$50,000 to \$150,000.

Publicist – Generates publicity for books and authors, including arranging book reviews and tours for authors. Salary Range: \$20,000 to \$88,000.

Publisher – Takes care of the business of promotion, exploitation, and administration of a book. The publisher finds artists to write a book, issues licenses, collects money, and pays the writer. Salary Range: Varies.

Reporter – Gathers information and prepares stories that inform the public about local, state, national, and international news and events. Salary Range: \$21,000 to \$79,000+, depending on the size of the market.

Screenwriter – Responsible for transforming a story, play, or disposition into a visually oriented script, including narration dialogue and camera instructions. Also responsible for making any changes, deletions, or additions called for during production. Salary Range: \$25,000 to \$65,000.

Speechwriter – Writes speeches for company executives, etc., on a variety of topics for a variety of audiences. \$30,000 to \$100,000+.

Storyteller – Performs stories about different subjects in various venues. The performer uses music, dance, and art to enhance the storytelling. The audience is usually children and the stories are often derived from various cultures. No formal education is required. Salary Range: \$50 to \$300 per performance.

Typeface Designer – Designs the style of print for a publication. Salary Range: Varies.

Writer – Develops original fiction and nonfiction for books, magazines, trade journals, newspapers, technical reports, company newsletters, advertisements and more. Salary Range: Varies.