

MUSIC JOB DESCRIPTIONS

Salaries based on national average per year. Regions may vary.

WHAT IT IS		WHAT IT TAKES		EARNINGS
Job Title	Tasks/Responsibilities	Skills/Knowledge	Training	POTENTIAL/ SALARY
Agent	<ul style="list-style-type: none"> Represents actors, directors, writers and other people who work in film, television, music and theater Promotes clients' talent, finds them jobs and manages legal contractual business 	<ul style="list-style-type: none"> Sharp negotiator Management skills Organization skills Time management Strong verbal communicator Knowledge of industry, union and legal work guidelines for their clientele 	Professional experience	Generally receives a 10-15% commission for booking artists. \$18,000 - \$50,000 - \$100,000 and up
Arranger/Orchestrator	<ul style="list-style-type: none"> 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 Scores the arrangement, dividing the voices and assigning them to various instruments 	<ul style="list-style-type: none"> Music theory The range of instruments How to blend instruments for specific sounds and effects 	College Field experience	Varies
Artist and Repertoire Coordinator	<ul style="list-style-type: none"> An employee of a record label who deals with artist selection and the development and expansion of a label's repertoire 	<ul style="list-style-type: none"> Good ear for talent Strong communicator Knowledge of music genre Sharp negotiator Time management 	Field experience	Varies
Arts Administrator	<ul style="list-style-type: none"> Manages an arts organization, or individual artists May specialize in financial management, public relations, fundraising, programming, etc. 	<ul style="list-style-type: none"> Management skills Arts experience Organization skills Time management Broad knowledge of specialization 	College/ Advanced degree Professional experience	\$22,500 - \$45,000 and up
Choreographer	<ul style="list-style-type: none"> Creates dance routines or steps for artists/dancers in music videos or concerts 	<ul style="list-style-type: none"> Dance experience Understanding of human physiology Understanding of on-camera methods and techniques 	Years of dance and choreography experience	Average \$22,500 - \$33,800
Composer	<ul style="list-style-type: none"> Writes symphony and chamber music, opera, choral music, church music, ballet and theatre music Also write for commercials, industrials, feature films, and television <i>Also see Arranger</i> 	<ul style="list-style-type: none"> Music theory Range of instruments and voices 	Field Experience	Varies
Conductor	<ul style="list-style-type: none"> Directs a symphony orchestra according to one interpretation of a piece of music 	<ul style="list-style-type: none"> Knowledge of all the orchestral instruments Excellent sense of rhythm A large repertoire A good feel for all music styles Strong command of the baton Music theory 	College/ Advanced degree Professional experience	\$7500 - \$100,000
Copyright Manager	<ul style="list-style-type: none"> An employee of a music publisher who is responsible for registering works for copyright, granting permission to use copyrighted materials If necessary, acquires permission to use copyrighted works 	<ul style="list-style-type: none"> Knowledge of copyright laws Time management 	Filed Experience	Varies

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Development Director	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> Budgeting Accounting Fundraising Sales Strong communicator Innovative thinker Event planning 	Professional experience	Average \$82,000 Varies depending on size and budget of the institution.
Disc Jockey	<ul style="list-style-type: none"> Plays recordings and hosts radio shows, often featuring a specific style of music Shows may include interviews, news, responses to call-in listeners, comedy and other features 	<ul style="list-style-type: none"> Knowledge of media production, communication, and dissemination techniques and methods. In depth knowledge about various styles of music, musicians and albums 	Field experience	\$17,000 - \$750,000 and up
Distributor	<ul style="list-style-type: none"> After the record label has manufactured the records (almost exclusively CDs and cassettes), the distributor sells records to retail chains and independent record stores across the country. 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 	<ul style="list-style-type: none"> Ability to interact positively with public Desire to continually expand knowledge of music Interest in music and writing Understanding of business & the industry 	College degree Field experience	Varies
Entertainment Lawyer	<ul style="list-style-type: none"> Often plays a crucial role in the careers of artists, producers, songwriters, and record labels Record labels attorneys negotiate artists' contracts, arrange company mergers, and acquire catalogues For artists, producers, and songwriters, attorneys negotiate contracts and often shop their client's material to record labels in hopes of negotiating a contract. 	<ul style="list-style-type: none"> Perseverance, creativity, and reasoning ability Continuing awareness of the industry Research, writing and public speaking skills 	College/ Advanced Degree State license Field experience	After an attorney lands a deal for an artist, the attorney will usually take a percentage of the artist's income during the period of the contract in return for legal services. Average \$51,000 - \$127,000
Instrument Maker	<ul style="list-style-type: none"> Builds and/or custom designs instruments for sale privately or through a shop or factory Often this person is or was a musician 	<ul style="list-style-type: none"> Ability to work with people and alone Commitment to the music community Physical and mental dexterity Self-discipline Knowledge of acoustics Technical skill 	Music degree or technical degree or certification often required	\$12,000 - \$60,000 and up

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Jingle Writer	<ul style="list-style-type: none"> Writes the lyrics to short musical compositions used as commercial advertising vehicles See <i>Lyricist</i> 	<ul style="list-style-type: none"> Skilled in all music styles Able to compose well for a very short form Be a songwriter, composer, and lyricist Knowledge of advertising 	Field experience College degree in English, Journalism or Music is helpful	Varies
Librettist	<ul style="list-style-type: none"> Develops short stories for operas called librettos 	<ul style="list-style-type: none"> Understanding of music forms Creativity Good writing skills A sense of performance 	Field experience	\$10,000 - \$75,000 and up per opera
Lyricist	<ul style="list-style-type: none"> Writes the words or lyrics in songs Also see <i>songwriter</i> 	<ul style="list-style-type: none"> Understanding of music forms Creativity Good writing skills A sense of performance 	Field experience	See <i>Songwriter</i>
Manager	<ul style="list-style-type: none"> Oversees the career of a musician May be responsible for negotiating contracts, scheduling book signings, etc... 	<ul style="list-style-type: none"> Strong business sense Understanding of industry and trends 	Field experience College degree helpful	Varies
Marketing Director	<ul style="list-style-type: none"> Creates a public image that best reflects the label and its artists while helping to sell records Helps to plan the advertising campaign for the record, then oversees the implementation of the campaign 	<ul style="list-style-type: none"> PR/Marketing Computer skills Strong communicator Time management Organizational skills Management skills 	College/ Advanced Degree Professional experience	\$30,000 - \$75,000
Mixer	<ul style="list-style-type: none"> 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 In charge of the overall sound quality and volume of a final studio production 	<ul style="list-style-type: none"> Knowledge of practical application of engineering and technology Knowledge of communications and media Aural sensitivity and precision 	Field experience	\$12,600 – \$67,000
Music Critic	<ul style="list-style-type: none"> Writes and prepares reviews of musical performances or recordings for publications, newspapers or television 	<ul style="list-style-type: none"> Vast knowledge of area of expertise Clear and persuasive writing Strong opinion Open, unbiased mind 	College/ Advanced degree Field Experience Professional credentials	\$15,000 - \$1,000,000 and up
Music Educator	<ul style="list-style-type: none"> Teaches music theory, music history, and/or practical music skills Aims to develop an appreciation of music in his or her students 	<ul style="list-style-type: none"> Familiarity with standard concepts, practice and procedure within particular field 	College degree 2-4 yr. of field experience	Commensurate with education and experience, typically \$25,000 - \$70,000
Music Executive	<ul style="list-style-type: none"> Typically the head of a record label division Responsible for the leadership and policies of the company 	<ul style="list-style-type: none"> Strong sense of business and the industry Bold, innovative, and aggressive Awareness of all aspects of the industry 	Field Experience Professional credentials College/ Advanced degree helpful	\$29,000 - \$80,000 (Generally based on percentage of company sales)

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Music Historian	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> A thorough knowledge of worldwide or regionally specific music history and theory Research & interview skills Knowledge of information resources 	College/ Advanced degree in music history and/or literature, Research/ Professional experience	Varies
Music Journalist	<ul style="list-style-type: none"> Keeps tabs on the latest trends and developments in music and can sometimes become a part of music history in the making Writes about artists' lives, club scenes, up and coming artists, the music business, as well as industry trends and the latest news 	<ul style="list-style-type: none"> Research & interview skills Knowledge of information resources Writing Music background 	College Professional experience	Varies
Music Manager	<ul style="list-style-type: none"> <i>Personal Manager</i> - responsible for all planning and strategies involved with contract negotiations <i>Personal Manager</i> - involved with contract negotiations, record companies, publicity, bookings, and even solving personal problems <i>Business Manager</i> – generally handles investments, accounting, and taxes for artists who earn a large salary <i>Professional Manager</i> – employee of a music publishing company who finds and promotes new material 	<ul style="list-style-type: none"> Understanding of the everyday business of music Strong business skills Strong interpersonal & communications skills 	College Professional experience	Varies
Music Publisher	<ul style="list-style-type: none"> Takes care of the business of promotion, exploitation and promotion of a song Finds artists to record a song, issues licenses, collects money and pays the writer 	<ul style="list-style-type: none"> Business savvy Knowledge of composition and arranging process Knowledge of music theory, including notation, style, and form Understanding of copyright laws and licensing 	Music degree for some positions An advanced music degree or a business degree may be required	Varies
Music Supervisor	<ul style="list-style-type: none"> 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 regards to copyrights, licensing, reuse (using the song again for another purpose), and contracts This is usually a freelance position, and music supervisors usually work on one specific film project at a time. 	<ul style="list-style-type: none"> Excellent organizational, PR/Marketing, time management, and computer skills Strong communication and interpersonal skills Music background 	College degree Professional experience Experience in A and R (Artists and Repertoire) department of a record company	Varies

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Music Therapist	<ul style="list-style-type: none"> 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 May try to bring about change in a patient also by playing and teaching instruments, singing, composing, and writing songs, or playing recordings 	<ul style="list-style-type: none"> Knowledge of human behavioral patterns and brain functions Innovative thinking A variety of musical areas 	College Professional experience	\$25,000 - \$60,000
Music Video Director	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> Extensive artistic vision and creative skills Leadership skills Excellent communication and interpersonal skills Extensive understanding of the entire filmmaking process, from both technical and creative points of view 	Extensive practical and industry related experience	Varies
Musical Director	<ul style="list-style-type: none"> 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 the artists, composers, songwriters, and is sometimes called upon for an expert opinion. 	<ul style="list-style-type: none"> Leadership skills Excellent communication and interpersonal skills Extensive understanding of industry related processes, from both technical and creative points of view 	Experience in A and R (Artists and Repertoire) department of a record company	Varies
Musician	<ul style="list-style-type: none"> Performs in night clubs, 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 	<ul style="list-style-type: none"> Business savvy Knowledge of instrumental literature Performance skill on at least one instrument Skill in ensemble playing Skill in sight-reading, transposition, and improvisation Specialized skill in one or more instruments 	Natural born talent and practice Music performance degree usually required	\$1000 - \$25,000 - \$1,000,000
Musicologist	<ul style="list-style-type: none"> Works very closely with lawyers, publishers, record companies, advertising agencies, composers, and songwriters in matters of copyright infringement Called upon to make comparisons of musical compositions in alleged plagiarism cases 	<ul style="list-style-type: none"> Strong background in Music History and Theory Familiarity with copyright laws and the legal language Skill to write detailed analytical reports Ability to read and transcribe music with great accuracy 	College/ Advanced degree in music history and/or literature, Research/ Professional experience	Varies

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Press Agent	<ul style="list-style-type: none"> Responds to press inquiries Writes press releases Arranges press conferences 	<ul style="list-style-type: none"> Excellent grasp of grammar Excellent writing skills Knowledge of music theory, history, and literature 	College degree in one or more: music, journalism, public relations, business	\$20,000 - \$90,000 and up
Publicist	<ul style="list-style-type: none"> Handles all relations with the media regarding the label's artist Serves as a liaison between the label and the media Develops relationships and contacts with all relevant publications that can help spread the word about a particular artist Prime objective is to make the public aware of an artist 	<ul style="list-style-type: none"> Excellent grasp of grammar Excellent writing skills Knowledge of music theory, history, and literature 	College degree in one or more: music, journalism, public relations, business	Varies
Record Producer	<ul style="list-style-type: none"> Handles all payroll tasks Supervises recording sessions Helps decide which songs will be recorded 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 	<ul style="list-style-type: none"> Music background Knowledge of music theory, arranging, and composition 	Degree in sound engineering and an internship	Varies
Record Promoter	<ul style="list-style-type: none"> Makes the public aware of a recently released or soon to be released record Prime 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 	<ul style="list-style-type: none"> Excellent writing skills Knowledge of music theory, history, and literature 	Professional experience	Varies
Recording Engineer	<ul style="list-style-type: none"> Operates the soundboard and other electrical equipment when a musical recording is made 	<ul style="list-style-type: none"> Manual dexterity and an aptitude for working with electrical, electronic, and mechanical systems and equipment 	College degree (or equivalent)	\$12,600 - \$67,000 and up
Recording Studio Manager	<ul style="list-style-type: none"> Oversees the operations of a recording studio Responsible for scheduling recording artists, hiring sound and recording technicians, and for the financial affairs of the studio 	<ul style="list-style-type: none"> Music industry experience Excellent computer skills Excellent communication, interpersonal, and management skills 	Professional experience	Varies
Singer	<ul style="list-style-type: none"> Musicians who use their voices as instruments 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 forms before an audience or in recordings. Can earn livings as voice teachers or vocal coaches 	<ul style="list-style-type: none"> Business savvy Knowledge of foreign languages Knowledge of vocal literature Practical facility at the piano Skill in sight-singing and memorization Specialized skill in singing and interpreting songs 	Music performance degree usually required	\$6900 - \$26,000 - \$70,000 and up for mega-star singers

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Songwriter	<ul style="list-style-type: none"> 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 perform their own songs 	<ul style="list-style-type: none"> Excellent writing and communication skills Knowledge of music theory, history, and literature 	Professional experience	\$20,000 - \$50,000 - \$1,000,000 and up
Sound Designer	<ul style="list-style-type: none"> Designs the sound system and handles all sound responsibilities for a production Designs the sound effects Determines the sound mix along with blending and amplifying the sound 	<ul style="list-style-type: none"> Excellent PC/Mac skills Programming skills are a plus Organization and communication skills 	Industry related experience in audio recording, processing, mixing, and current pro audio tools College degree (or equivalent) preferred, but not required	\$110 - \$330 and up per week
Sound Effects Designer	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> Principles of sound design, sound effects, and acoustics Excellent PC/Mac skills Programming skills are a plus Organization and communication skills 	Industry related experience in audio recording, processing, mixing, and current pro audio tools College degree (or equivalent) preferred, but not required	Varies
Sound Technician	<ul style="list-style-type: none"> <i>In Studio</i> – 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 <i>On Stage</i> – Unloads and sets up equipment and instruments Performs sound checks with musicians before a concert to make sure everything is positioned so that the instruments will sound their best and vocals will blend in a pleasing manner Operates the soundboard to adjust the volume of voices and instruments while the show is in progress Checks the equipment for malfunctions and packs up the sound equipment after the show 	<ul style="list-style-type: none"> Manual dexterity and an aptitude for working with electrical, electronic, and mechanical systems and equipment 	College degree (or equivalent) Certification by the Society of Broadcast Engineers Field experience	\$12,600 - \$67,000 and up