

[NATHANAEL S. JACKSON](#)

Phone: 615.818.3412

E-mail: NathanaelJackson.Business@gmail.com

Address: 515 Idlewood Drive, Mount Juliet, TN 37122

PERSONAL STATEMENT

I am a results-driven music industry professional passionate about helping artists achieve their creative and commercial goals. My experience with social media algorithms, content production, creation, promotion, and data and financial analytics allows me to create and leverage data-driven insights to shape impactful marketing strategies, drive audience engagement, and boost content visibility. My copyright and royalty management background and relationship-building skills equip me to contribute effectively to an A&R team focused on marketing and media promotions. I utilize advanced analytics tools to provide actionable insights that empower stakeholders with timely and accurate information, helping maximize each artist's reach and potential in a collaborative, dynamic environment.

NATHANAEL'S PROFESSIONAL LINKS:

<https://www.nathanaeljackson.com>

<https://linktr.ee/nathanaeljackson>

<https://www.linkedin.com/in/nathanael-jackson>

EDUCATION

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| 2024 | Trevecca Nazarene University – Nashville, TN <ul style="list-style-type: none">▪ Master of Science (M.S.), Entertainment and Sports Management – Active Student |
| 2024 | Berklee College of Music – Online <ul style="list-style-type: none">▪ Graduate Certificate, Music Business Marketing and Management – Active Student |
| 2024 | Harvard Business School – Online <ul style="list-style-type: none">▪ Professional Certificate in Financial Accounting |
| 2017 | Full Sail University – Winter Park, FL <ul style="list-style-type: none">▪ Bachelor of Science (B.S.), Major: Recording Arts and Technology Minor: Music Business |

CERTIFICATIONS, LICENSES, SOFTWARE SKILLS, AND MEMBERSHIPS

Data Analytics Certifications - Google Data Analytics | Data Analytics in Sports Law and Management

Audio Engineering Certifications - ProTools 12 Certified (101-210M) | Waves Soundgrid | Dante Network

Music Business Certifications – Copyright Law in the Music Business

Marketing Certifications – Artificial Intelligence in Marketing | Advertising with Meta | Graphic Design

Licenses – Tennessee Real Estate License

Software Experience– Microsoft Office | Google Sheets | BigQuery | MySQL | Quickbooks | Vistex Music Maestro (iMaestro) | Curve (Royalty Software) | Salesforce (CRM) | Moxy (CRM) | Tableau | Canva | Datafaction (AgilLink) | DB2 aka Greenscreen (POS/CRM System)

Memberships- NAR | TAR | EMSTAR | BMI affiliated songwriter and publisher

WORK EXPERIENCE

- | | |
|-------------|---|
| 2024 | FBMM (Flood, Bumstead, McCready & McCarthy) – Nashville, TN
<u>Music Business Management Client Specialist</u> <ul style="list-style-type: none">▪ Delivered exceptional client service by communicating directly with clients, labels, publishers, talent managers, tour managers, and personal assistants, fostering strong working relationships to ensure smooth operations.▪ Managed and tracked artist royalties, including digital, performance, mechanical, and distribution royalties related to musical works and sound recordings, and ensured accuracy and timeliness in royalty accounting, payments, and advances.▪ Regularly worked with account representatives from PROs (Performing Rights Organizations), The MLC (Mechanical Licensing Collective), record labels, and SoundExchange, ensuring royalty-related tasks and registrations followed industry standards, such as Common Works Registration (CWR). |
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- Conducted thorough data analysis to manage and verify financial reports and royalty statements using advanced Microsoft Excel techniques, contributing to effective decision-making and accuracy in client royalty distribution.
- Assisted in maintaining and organizing critical royalty data, contributing to various internal systems, and providing analytical insights to clients and internal teams.
- Managed the submission of works for registration and maintained accurate financial records for royalty reporting, tour merchandise, and label billbacks.
- Collaborated across multiple departments to solve financial discrepancies and maintain client accounts, ensuring timely and transparent financial communication.
- Adept at handling special projects, tax preparation, financial documentation, and data entry with a focus on the music industry.
- Efficiently prioritized tasks under tight deadlines while balancing multiple responsibilities and maintaining strong attention to detail.

2023-2024

Crye-Leike – Mount Juliet, TN

Realtor

- Provided personalized client service, maintaining strong relationships with buyers, sellers, and investors by offering data-driven advice and marketing strategies tailored to individual client goals.
- Leveraged advanced data analysis tools such as Microsoft Excel, Google Sheets, and Tableau to interpret real estate market trends and property values, presenting clients with clear, actionable insights.
- Utilized data visualization techniques to create visually compelling reports and presentations, enabling clients to understand market dynamics and make informed property decisions.
- Developed and implemented effective marketing strategies based on comprehensive market analysis, including predictive models to forecast property appreciation rates and investment potential.
- Prepared and delivered monthly performance reports summarizing key market indicators, sales trends, and marketing effectiveness, helping clients refine their strategies and make informed real estate decisions.
- Collaborated closely with clients to assess market demand and identify lucrative investment opportunities, contributing to the success of long-term client relationships.
- Advised clients on optimal pricing strategies, using data-driven insights to enhance their competitive positioning in the market.

2022-2023

BMI (Broadcast Music, Inc.) – Nashville, TN

Distribution and Admin Analyst

- Served as the primary contact for copyright and royalty inquiries from songwriters, publishers, and artists, addressing their questions via phone and email regarding royalty distributions, works registrations, Coogan accounts for minor writers and account setups.
- Collaborated directly with artists, talent managers, publishers, attorneys, and business managers, reviewing and processing legal documents such as Letters of Direction (LOD), Letters of Authorization (LOA), Power of Attorney (POA), and more to ensure proper rights management.
- Assisted stakeholders in accessing BMI's Online Services, helping songwriters, publishers, management companies, CPAs, and law firms navigate the system for account management, royalty tracking, and documentation.
- Regularly communicated with songwriters and publishers to provide updates on works registrations, changes in publisher ownership, and adjustments to their accounts, ensuring accuracy and transparency in all documentation.
- Handled inquiries regarding royalty payments, reviewing and verifying royalty statements to assist with payment distributions and resolve discrepancies.
- Cleaned and maintained datasets for work registrations, including IPI numbers, ISRC codes, and ISWC codes, ensuring data integrity and accuracy for royalty calculations.
- Supported the administration of successor agreements for deceased writers, establishing accounts for heirs, trusts, and estates, and coordinating with accounting to facilitate proper royalty distributions.

2020-2024

Hermitage Church of the Nazarene – Hermitage, TN

Director of IT and Media Technology

- Team Leadership: Train and supervise a team of volunteers in managing media and technology for services and events.
- Equipment Management: Perform installations and maintain all campus equipment and technology, including audio, video, lighting, and broadcast systems.
- Produce promotional videos for community events and sermon series.
- Event Operations: Act as Front of House (FOH) engineer and Event Producer, ensuring smooth execution of events and services.

- Podcast Producer and Editor: Produce, record, edit, market, and distribute podcasts for the church. Produced Shows Include Deep End, Unveiling Grace, and This is the Good Life
- Network Administration: Network, program, and maintain internet and Wi-Fi systems throughout the campus.

2018-2024

Guitar Center – Goodlettsville, TN | Sacramento, CA

Lessons Lead & Customer Service Admin: Goodlettsville, TN

Responsibilities and Achievements:

- Managed customer accounts, focusing on payment collection, resolving overdue bills, and achieving growth goals through exceptional client relations and efficient account management.
- Led a team of 11 employees, handling hiring, training, scheduling, and daily operations, ensuring a smooth and supportive learning environment for students and instructors.
- Scheduled and booked lessons, band rehearsals, and various events such as recitals, open houses, open mic nights, and collaborative events with business partners to promote student engagement.
- Spearheaded marketing initiatives to attract new students to the lessons program, using outreach strategies, event coordination, and community engagement to drive enrollment growth.
- Organized and managed events, including recitals, open houses, and concerts, building partnerships with local businesses and enhancing visibility within the community.
- Designed and implemented community outreach programs to foster department growth, focusing on expanding the student base and enhancing the overall success of the lessons program.
- Coordinated logistics for events such as band rehearsals and open mic nights, ensuring seamless execution and high levels of participation.

Lessons Instructor: Goodlettsville, TN | Sacramento, CA

Responsibilities and Specialties:

- Instructed music production, audio engineering, songwriting, music theory, piano, drums, and percussion, providing personalized guidance to help students achieve their creative goals.
- Scheduled and booked one-on-one and group lessons, adapting plans based on individual student needs and progress.
- Maintained strong communication with students and their families, supporting their learning journey with tailored lesson plans and personalized feedback.

2019-2020

Faith Community Church of the Nazarene – Lodi, CA

Director of Audio, Video, and Media Productions

- Proficient using Adobe Creative Cloud to create graphics, promotional materials, and edit video
- Organize and produce events, including Fall Festivals, School Bash, etc.
- Designed, planned, and organized the annual [Christmas Rocks Concert](#) that brought in more than 6,000 people throughout four-weekend performances.
- Plan, record, edit, and publish promotional videos for events and festivals. Find example videos [here](#)
- Act as event producer for weekly services and classes.

2016

Broadcast Music Inc.

Temporary Lead Generation Specialist

- Conducted research to identify and qualify potential leads within the service industry, focusing on music usage in bars, restaurants, gyms, retail stores, and health institutions, which involved verifying music use for royalty collection purposes.
- Utilized various tools and databases to gather contact information, business background data, and key details on music usage, contributing to the sales team's efforts with actionable insights.
- Developed and executed targeted research strategies to initiate communication with potential clients through phone calls, emails, social media, and networking events, building rapport and establishing long-term relationships.
- Collaborated with the sales team by providing proof of music usage and detailed lead profiles, enabling them to engage with prospects effectively.
- Qualified leads based on specific criteria, including types of music use (e.g., live music, events), number of televisions, and venue capacity, ensuring a tailored approach to follow-ups.
- Maintained detailed records of all interactions, communications, and lead statuses using Salesforce CRM, allowing for precise tracking and data analysis to optimize outreach efforts.