Director – Central Latin America Operations

Job Description

Based in peermusic’s Miami offices, the Director, Central Latin America Operations is accountable for promoting and enhancing the interests of peermusic and its writers throughout Columbia, Ecuador, Peru, Venezuela, Central America and the Dominican Republic. Ultimately reporting to the Madrid-based President, Latin Region, the Director leads a team of ten employees including managers and their staffs in Bogota, Lima, and Caracas.

Specific focus areas include:
- Assure the ongoing collection and processing of royalties from throughout the region
- Forge and maintain a broad web of relationships among major labels, music rights societies, and new music distributors – in particular mobile and digital music delivery platforms
- Promote the enforcement and enhancement of copyright law and the interests of publishers and writers, often in coordination with non-employee agents and legal representatives
- As appropriate, support local staff in the development of writers and their songs

Up to the year 2010, the Director will report to and be mentored by the executive who currently holds this position, who is based in New York and who will be retiring. Monthly visits to New York will therefore be an interim requirement.

Desired Skills, Qualifications and Job Requirements

- Strong familiarity with the region either through prior business or life experience
- Complete fluency in Spanish and English
- Numerical/financial fluency and commercial acumen
- Ability and willingness to travel extensively within the region
- Ability to succeed ethically in complex and ambiguous environments, managing commercial negotiations, employees, agents and third party lawyers
- Ability to assert publisher and writer interests in varied legal and business contexts
- Self-starting, entrepreneurial, detail-minded and solution-oriented
- Proven ability to be a continual learner, effective communicator and advocate
- Music industry experience is not required, although sensitivity to creative matters is important, as is knowledge of intellectual property concepts
- As an key executive in a tight-knit worldwide organization, the ability to coordinate, co-operate and lead other executives, especially throughout the Latin world, is essential

Peermusic Description

Founded in 1928, peermusic is the only independent music publisher with a truly global presence. With a network of offices in 28 countries, peermusic is known for consistently and relentlessly breaking new ground, and for being home to some of the best and brightest talent in music. Its catalog includes over 300,000 songs across most important genres, and features some of the most seminal composers and copyrights in Latin music – ranging from Juanes and Tito Puente to Agustín Lara and Perez Prado, and including such worldwide classics as Perfidia - Besame Mucho - Brasil - Mas Que Nada - Bahia - Guadalajara - Sin Ti - Amor - Frenesi - Mambo #5 - A Dios Le Pido www.peermusic.com contact: bgorjance@peermusic.com