



POSITION DESCRIPTION

Australian Broadcasting Corporation

Label	Description
Position Title:	SENIOR LABEL MANAGER
Position no:	50039707
Team:	[ABC Commercial]
Department:	ABC Contemporary Music
Location:	Ultimo
Reports to:	HEAD MUSIC & EVENTS 30007012
Classification:	Administrative/Professional
Schedule:	[Schedule A]
Roster cycle	[Non-Rostered]
Band/level:	[Band 8]
HR Endorsement:	2/06/2023

Purpose

Set and achieve Gross Revenue, Gross Profit and Net Profit targets for digital content initiatives and releases.

Key Accountabilities

- Develop strategic recommendations and executions for all physical and digital activity pertaining to Contemporary Music and certain other releases where applicable.
- Manage the day to day running of the Label Manager team including marketing, production and A&R.
- Manage new signings/A&R process complete journey within the music team, including contractual negotiation and briefing, marketing activity, promotion and production of applicable releases
- Keep abreast of all developments within the digital and physical Music industry and be able to make strategic recommendations that will assist in all new ABC Music activity
- Manage and oversee financial budgets for ABC Music in conjunction with the Head of ABC Music.
- Look for opportunities outside of Australia for growth of our catalogue and potential new signings. Keep abreast of current market trends globally.
- Manage the key relationships both internally and externally within the Contemporary music team, globally with the Head of ABC Music & Events.

- Actively promote the ABC values and apply all relevant workplace policies and guidelines.
- Cooperate with any reasonable instruction, procedure or policy relating to safety and take reasonable care for your own safety and that of other people who may be affected by your conduct while at work. Additional WHS responsibilities apply to Managers and Supervisors, Team Directors, and other Officers.

Key Capabilities/Qualifications/Experience

1. Current and high level knowledge of the Australian and International music industry with an extensive working knowledge of the digital music industry. Proven experience working in mobile content/services company, digital music provider and/or record label is desirable.
2. Demonstrated outstanding knowledge of digital media industry, technologies, systems, products, services, distribution channels, business models, and rights and royalty structures.
3. Demonstrated high level understanding of both physical and digital marketing of music. Marketing experience is desirable, including an understanding of how to effectively use social media networks as part of a communication strategy.
4. High level ability to manage digital projects and new media production is essential.
5. Demonstrated creation and management of financial budgets, forecasting and P&L monitoring.
6. Outstanding partner and relationship management skills; excellent interpersonal, problem-solving and written and verbal communication skills with the ability to present ideas and information clearly.
7. Collaborative team player with the ability to work under pressure, balance priorities, maintain attention to detail and take initiative to identify and solve problems.
8. Ability to quickly learn proprietary systems and tools. Strong adopter and user of internet technologies and highly computer literate with advanced skills in a range of applications
9. **ABC Principles:** Demonstrated commitment to the ABC Principles of We are ABC, Straight Talking, People Focused, Accountable and Open & Transparent.
10. **ABC Policies:** Understanding of the relevance and scope of ABC policies and the ABC Principles and a commitment to adhere to these; particularly in relation to complying with health, safety and wellbeing requirements in the workplace and acting in accordance with the ABC Principles.
11. **Diversity and Inclusion:** Experience in building an inclusive and supportive culture where diversity is valued.



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