

# Tim Scanlin

Please visit my web site at  
[timscanlin.com](http://timscanlin.com)

## Experienced Label Relations & Music Content Acquisition Executive

I'm a seasoned music pro that has deep relationships with hundreds of record labels and other music reps and stakeholders. I've co-lead a successful music supervision and licensing agency for the last 15 years, but I'm ready for a new challenge. I'd love an opportunity to put my vast skills, expertise and relationships to work for you. Please visit my web site at [www.timscanlin.com](http://www.timscanlin.com).

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## WORK EXPERIENCE

### Principal and Label Relations Lead Brandracket, LLC

05/2004 – Present | Los Angeles, California

A full-service music creative, supervision and licensing agency. Clients include Activision/Blizzard, United Airlines, Netflix, Gucci, Patagonia, American Eagle Outfitters, and others. Visit [www.brandracket.com](http://www.brandracket.com)

#### Achievements/Tasks

- 15+ years in the music industry creating and managing deep relationships with hundreds of established record labels, including the Big Three majors, as well as scores of indies, music publishers, artist managers, and other music stakeholders
- 10+ years in business development, content acquisition and account management. Proven ability to identify, land and manage key accounts.
- 10+ years negotiating hundreds of complex license agreements with music rightsholders of every size and stripe
- 10+ years of using data to drive creative business development opportunities and analysis
- Strong, seasoned negotiator and deal-maker
- Exceptional communication and organization skills
- Independent self-starter with extensive entrepreneurial experience
- Digital native with a life-long passion for music and digital media
- Thorough knowledge of the current music landscape, including both established and emerging record labels and trends
- Extreme attention to detail

### Co-Founder & Label Relations Lead BrandsForBands.com

12/2009 – Present | Los Angeles, California

BrandsForBands is one of the most sophisticated music licensing platforms in the world. We enable over 800 record labels, music publishers, third party reps, and artists themselves to quickly and easily submit and license their music for use in brand initiatives, games, films, and other media. Visit [www.brandsforbands.com](http://www.brandsforbands.com).

#### Achievements/Tasks

- Lead day-to-day communication with hundreds of established record labels and music partners (publishers, third party reps, etc.)
- Negotiate license agreements to secure content from content partners and expand existing agreements as needed
- Oversee on-boarding of new music

## SKILLS

Record Label Relations

Business Development

Content Acquisition & Licensing

Negotiating

Contracts

Data Analysis

Account Management

Strategy

Passionate about music

## Consultant

### Jampol Artist Management

12/2021 – Present | Los Angeles, California

I provide industry expertise and support to this leading legacy artist management firm. Clients include The Doors, Janis Joplin, Jefferson Airplane, George Clinton & P-Funk, Charlie Parker, John Lee Hooker, and many others. Visit [www.wemanagelegends.com](http://www.wemanagelegends.com).

## Director of A&R

### Rhino Records/Warner Music Group

11/2001 – 03/2004 | Los Angeles, California

Rhino is the catalog division of Warner Music Group, responsible for reissues, compilations, boxed sets, and greatest hits packages.

#### Achievements/Tasks

- Worked on releases from a multitude of Warner family artists, including Neil Young, The Ramones, Elvis Costello, The Doors, Echo & The Bunnymen, Black Sabbath, Joni Mitchell, Television, Randy Newman, Joy Division, New Order and many more
- Worked closely with multiple stakeholders, including artist representatives (managers, attorneys, family members, artists themselves) and representatives of other departments (legal, production, marketing) to develop and launch successful reissues and boxed sets
- Used excellent interpersonal and communication skills to effectively work with (and sometimes talk down from the ledge) some of the most successful recording artists of all time

## EDUCATION

### Bachelor of Arts - Art History

University of California @ Berkeley

- with Honors

### Bachelor of Arts

University of Melbourne, Australia