

Tim Scanlin

Experienced Business Development Executive

Please visit my web site at
tims Scanlin.com

I'm a seasoned business development professional with 15+ years of winning business from some of the biggest brands in the world. I currently co-own a successful music supervision and licensing agency, but I'm seeking a new challenge. I'd love an opportunity to put my extensive skills, experience and relationships to work for you. Please visit my web site at www.tims Scanlin.com.

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WORK EXPERIENCE

Co-Principal & Business Development Lead Brandracket, LLC

05/2004 – Present | Los Angeles, California

A full-service music creative, supervision and licensing agency. Clients include United Airlines, Blizzard/Activision, Patagonia, Gucci, American Eagle Outfitters, Sun Bum and others. Visit www.brandracket.com.

Achievements/Tasks

- Proven sales ability, with 15+ years generating millions of dollars in business from globally dominant brands, including United Airlines, Under Armour, Patagonia, Quiksilver, Blizzard Entertainment, Marc Jacobs, and many others.
- Strong, high level relationships with top tier IP partners, particularly in music
- Strong analytical skills, with the ability to interpret data to create actionable and effective strategies
- 15+ years in IP rights negotiation, licensing and partnership deals
- Expert fluency in contracts, with the ability to work closely with counsel to draft and finalize detailed agreements
- Experienced, skilled negotiator and deal-maker
- Entrepreneurial spirit with strong leadership abilities
- Insatiable consumer and watcher of cultural trends, including music, film, television, art, books and more, with a keen understanding of the digital media landscape
- Excellent written and verbal communication skills (professional journalist and editor for 10 years)
- Highly organized with excellent project management experience and skills
- Motivated self-starter with the ability to collaborate closely across departments, or work independently

Co-Principal & Business Development Lead BrandsForBands.com

12/2009 – Present | Los Angeles, California

BrandsForBands accelerates music licensing from days to minutes, providing brand, game, film and other clients with highly-curated and pre-cleared music from real artists, bands and record labels. Visit www.brandsforbands.com.

Achievements/Tasks

- Have effectively sold this proprietary, automated music licensing solution to scores of top-shelf buyers, including The Gap, Quiksilver, Marc Jacobs, Activision/Blizzard, Red Bull, and others
- Day-to-day lead on all contract negotiations and content licensing deals
- Proven ability to work successfully and effectively with both IP reps and clients

SKILLS

Business Development

Lead Generation

Negotiating

Project Management

IP Licensing

Data Analysis

Collaboration

Contracts

Strategy

Tracking Media Trends

Entrepreneurship

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.

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