

Randall C. Foster

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OBJECTIVE

To continue a challenging and rewarding career in the Music and Entertainment Industry utilizing my education, experience, and contacts to help grow business and maximize profits.

QUALIFICATIONS

Tenacious music business professional specializing in copyright law, contract negotiation, business development, and content acquisitions. Interests include digital media, digital music, DRM implementation and legalities, music licensing, publishing, and production as well as a broad base of knowledge in the realms of popular and classical music. Proven B2B sales record with profit margins far exceeding budget. Strong organizational skills, management experience and an overall commitment to excellence. Proficient in Microsoft Word, Excel, Adobe Photoshop, and various recording and sequencing programs. Educational coursework in Marketing, Financial Analysis, Team Building, International Copyright Law, Licensing, Music Publishing, Contracts and Negotiation, A&R Administration, Royalties, International Music Marketing and Music Technology.

EDUCATION

The University of Kansas Bachelor of General Studies, History Minor, Sociology Minor Emphasis, Music History	Lawrence, Kansas May 2002
The University of Miami Masters of Music Business and Entertainment Industries	Coral Gables, Florida May 2005

EMPLOYMENT

July 2006- Present	Licensing and Business Development Manager-Naxos of America Business development expert specializing in content acquisition, strategic partnerships and new media licensing and development. Responsible for all licensing transactions and oversight of the <i>Naxos Music Library</i> , an online digital music resource. Key licensing accounts include all major Hollywood Studios, Microsoft, WW Norton, EA Games, 2K Games, McGraw Hill, Pearson/Prentice Hall, Somerset Entertainment and many others. Label Manager / A&R- Naxos Wind Band Classics Created and launched specialty imprint featuring world-wide band music. Label launched in April, 2006. Averaging eight new releases per year.
July 2005- July 2006	Sales and Marketing Representative-Naxos of America Responsible for sales and marketing of the <i>Naxos Music Library</i> , an Online Digital Music Resource. Increased overall revenue by more than 82% annually within the first two years.
May 2005- July 2005	Licensing and Copyright Clearance- MTV Latin America <i>Consulted on licensing clearance project. Recognized and researched copyright and submitted clearance for over 5 years worth of music cue sheets. Worked in dynamic team environment to successfully achieve nearly unattainable goals.</i>
January 2005-May 2005	Marketing Internship- EMI Televisa Music
Fall 2004	Production Assistant for various MTV productions, 2004
Summer 2004	Curriculum consultant- Gold Rush Productions Designed an educational curriculum in Music Business for implementation in Canada.

REFERENCES: Available upon request.