

# Kate De Santis

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A quick learner and creative problem solver pursuing a professional career in the music industry. My quality leadership and teamwork skills have prepared to take on any responsibility, and my diverse experience enables me to thrive in any company culture.

## EXPERIENCE

### Red Light Management

New York, NY

Music Management Intern

September 2019 - Present

- Communicate and consult with managers of various artists in day-to-day operations
- Engineer spreadsheets with sales numbers for artists such as Brandie Carlile, Odeza, Luke Bryan, and Lady Antebellum

### CID Entertainment

Los Angeles, CA

Production Staff

October 2018 - August 2019

- Accomplished the creation of a comfortable and luxurious VIP Lounge for clients
- Managed client check in, Box office support, General customer service, Gave directions
- Tours Worked: John Legend: A Legendary Christmas Tour (2018), Eagles: 2018 North American Tour, Pod Save America Podcast: Pod Save America Tour (2019)

### Weller Media Agency

New York, NY

Digital Marketing Intern

September 2018 - December 2018

- Implemented new marketing initiatives to artist's social media such as Janet Jackson, Liam Payne, and James Bay
- Strategized client campaigns by developing content ideas and supporting team development
- Presented two major marketing pitches for the LA, NYC, and London offices on marketing

### ATC Management

Los Angeles, CA

Music & Tour Management Intern

May 2018 - August 2018

- Developed itineraries for artists' tours
- Coordinated team members to bring merchandise to shows
- Pitched new artists to the day-to-day managers

### EMPKT PR

New York, NY

Public Relations Intern

January 2018 - May 2018

- Generated press releases and reports
- Designed mass emails to pitch clients' album and song releases to music blogs and radio stations
- Coordinated photo and video shoots for clients social media profiles

### KPA Talent Management

New York, NY

Talent Management Intern

September 2017 - May 2018

- Contacted leaders of development of production companies to gain interest in portfolio projects
- Improved movie and television show treatments through edits and rewrites
- Utilized Breakdown Services to case clients for different roles
- Scouted new clients from showcases across NYC

## EDUCATION

### Pace University, Lubin School of Business

New York, NY

Bachelor of Business Administration (BBA) in **Arts & Entertainment Management**

May 2021

**GPA: 3.3**

**Relevant Coursework:** The Business of the Music Industry, Arts & Entertainment Management, Marketing 101, Public Speaking, Business Law

### University of Westminster

London, UK

Study Abroad Program

Spring 2019

**Relevant Coursework:** Television in London

## SKILLS & LANGUAGES

Microsoft Office (Word, Excel, PowerPoint) • Google Office (Docs, Sheets, Drive) • All social media platforms (Facebook, Instagram, Twitter, Snapchat, LinkedIn, etc.)

English (Native) • American Sign Language (Advanced) • Spanish (Currently in Spanish Level 102, Upper Intermediate)