



JOB POSTING

Digital Pitch Manager

Date Prepared: 05/2025

The Company

Redeye Worldwide / Exceleation Music is a global music venture focused on investing in and providing personalized solutions to independent labels, artists and music entrepreneurs. The Company strives to be a record company for the future, based on flexibility, deep values and a passion for independent culture. Redeye / Exceleation is building a team to support that journey, and make a difference across a broad range of music genres.


Driven by a core mission to respect, preserve and enhance the legacies and cultural identity of a growing list of artist and label partners, Redeye / Exceleation cares deeply about company culture and are committed to providing a working environment that is inclusive and promotes collaboration and contribution.

The Opportunity

The Digital Pitch Manager leads our DSP pitch operations and drives results through strategic storytelling and platform engagement. This role sits at the intersection of sales, editorial pitching, and data-driven marketing strategy. Ideal candidates will bring both operational excellence and a strategic mindset to maximize editorial visibility and audience growth for our artist and label partners.

Duties/Responsibilities:

- **Core Pitching and DSP Operations**
 - Gather and arrange templated pitch materials and metadata for all priority and evergreen releases.
 - Input and oversee all DSP pitch submissions through designated portals (Spotify for Artists, Apple Music for Artists, etc.).
 - Act as the primary owner of all DSP pitch calendars and deadlines, collaborating closely with Label Managers to guarantee punctual submissions.
- **Strategic DSP Relationships**
 - Work closely with global and regional digital team members to ensure consistent campaign activity and adherence to best practices.
 - Represent the company in DSP update calls and deliver performance feedback to partners as needed.

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- Spot trends in platform curation and editorial to inform pitch strategy and artist development efforts.
 - **Campaign Strategy & Execution**
 - Work together with Label Managers and Digital Marketing teams to pinpoint releases with high editorial potential.
 - Aid in the creation of compelling pitch narratives that align with DSP priorities, artist growth, and marketing timelines.
 - Contribute to the development of campaign decks and post-campaign performance recaps.
 - **Reporting & Communication**
 - Monitor and assess editorial placements and key performance indicators across platforms.
 - Prepare and present weekly placement reports and insights to internal teams, artists, and label partners.
 - Create monthly and quarterly analytics overviews to evaluate pitching success and inform future strategies.
 - Track key metrics across digital platforms and present post-campaign wrap-ups with learnings and next steps.
 - **Cross-department Collaborations**
 - Coordinate with Content Operations, Artist Services, and International teams to align pitch activity with marketing rollouts and global strategies.
 - Support partner-facing presentations and participate in artist/label education sessions regarding DSP strategy and best practices.
 - Performs other related duties as assigned

Required Skills/Abilities:

- Familiarity with DSP pitching platforms (Spotify, Apple Music, Amazon Music, etc.).
- Strong organizational and communication skills.
- Comfortable working with templates, spreadsheets, and digital tools.
- Ability to manage multiple releases and deadlines in a fast-moving environment.
- Passion for music and supporting independent artists.
- Experience working with independent labels or artists.

Education and Experience:

- 1-3 years of experience in digital music distribution, marketing, or DSP relations.

Physical Requirements:

- Prolonged periods sitting at a desk and working on a computer

Position Location:

- United States: Remote, travel required at least once a year, 10% travel

Status/Hours:

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- Full time, Exempt, Traditional business hours

Compensation

A competitive salary, incentive and benefits package will be offered, commensurate with the role and the relevant experience of the final hire. A base salary commensurate with relevant skills, experience, relationships and education is anticipated at an annual rate in the range of \$50K - \$65K.

Diversity and Equal Opportunity

The Company is an equal opportunity employer and makes employment decisions without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status, disability status, age, or any other status protected by law. Further, the Company strives to create a diverse, welcoming, equitable and inclusive environment for all applicants, employees, member companies and partners.

Contact

To apply or recommend a qualified candidate, please send a resume and cover letter to hr@excmusic.com with “Digital Pitch Manager” in the subject line. Submissions without cover letters won’t be accepted.