Music Talent Manager - Afromachine Music Co. ltd

Job Title: Music Artist Manager
Reports To: The Artist
Job Type: Monthly Contract (Option to Renew)

Resumption date: 19/10/2026

About the Role

We are seeking an experienced and highly driven Music Talent Manager to secure revenue and income generating opportunities for our artiste, protect and maximize the careers of our signed musicians. As the primary liaison between the artist and the entertainment industry, you will secure lucrative opportunities, handle business affairs and build a compelling brand that grows the artist's global fanbase.

Key Responsibilities

- **Career Strategy:** Work collaboratively with the artist to define short- and long-term career goals, executing business plans tailored to their vision.
- **Secure Income Generating Opportunities:** Book the artiste for shows, Secure Sync licensing deals, Secure Artistes features, Secure a distribution deal, Brand ambassadorship deals, Brand Partnership deals, Sponsorship deals, Merchandise sales and others
- **Contract Negotiation:** Review, negotiate, and finalize contracts with music publishers, booking agents and performance venues.
- **Tour & Event Management:** Oversee all logistical aspects of live performances, including booking shows, tours, coordinating travel, managing rider requirements, and tracking expenses.
- **Branding & Marketing:** Develop comprehensive marketing strategies to maximize exposure through social media, promotional appearances, and strategic brand partnerships.
- **Team Leadership:** Build and lead a wider support team around the artist, coordinating effectively with publicists and tour managers.
- The Employee shall perform all duties assigned by the Company, including but not limited to the following:

  ✔ Secure income generating opportunities for the artiste including but not limited to; live performance opportunities, synchronization licensing opportunities, artiste features, fashion modelling gigs, youtube monetization for artiste channels, music production gigs, songwriting gigs, content creation features, brand partnerships, acting gigs, brand ambassador deals, merchandise sales, sponsorship deals.

- ✔ Conduct market research and competitive analysis to inform strategic decision-making.
- ✔ Develop and maintain the artist's brand identity and image.
- ✔ Set up and Monetize Artiste's and Label's Youtube Channel.
- ✔ Secure music production gigs and songwriting gigs.
- ✔ Secure a distribution deal and music publishing deal.
- ✔ Secure sync licensing deals in film, TV and commercials.
- ✔ Register the Artist/songwriter on ASCAP and other relevant CMOs.
- ✔ Claim the Artist's pages on Spotify, Apple Music, Boomplay and Audiomack.
- ✔ Secure paid features for our artiste.
- ✔ Identify and pursue brand partnership opportunities that align with the artist's values and target audience.
- ✔ Provide strategic advice on career decisions and opportunities.
- ✔ Drive revenue growth and profitability for the artist.
- ✔ Ensure the artist's brand and reputation are protected and enhanced.
- ✔ Provide exceptional support and guidance to the artist throughout their career.
- ✔ Negotiate and manage brand partnerships, ensuring optimal returns for the artist.
- ✔ Build and maintain strong relationships with artists, providing guidance and support in all aspects of their career.
- ✔ The Talent Manager should have contacts in Nigeria, Ghana and the United Kingdom.
- ✔ The Talent Manager will be required to work at 8am to 5pm, Mon - Sat, including Sundays where necessary.

Qualifications & Requirements

- **Industry Experience:** Proven track record (typically 3–5+ years) in music artist management, booking, or label relations in the Nigerian Music Industry.

  Business Acumen: Deep understanding of intellectual property, royalties, contract law, and music streaming algorithms. A deep understanding of the target audience.

- **Communication Skills:** Excellent interpersonal skills with the ability to network, pitch to industry professionals, and maintain strong business relationships.

- **Entrepreneurial Mindset:** Highly organized, proactive, and capable of handling high-pressure situations while resolving conflicts swiftly.

- **Education:** Bachelor's degree in Music Business, Marketing, Management, or a related field (preferred, but equivalent industry experience is highly valued).

What We Offer

- Highly competitive salary of 750,000 naira per month (Monthly) with commission of 15% on deals brought in.

- Flexible working environment with remote capabilities.