

Jack Stephens

Experienced executive operating at the intersection of music and technology

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EXPERIENCE

Spotify — *Partnerships & Commercial Lead*

March 2017 - PRESENT

Responsible for sourcing and driving new deals and integrations, with a focus on live events and new technologies. Heavily involved in local market events strategy e.g. WhoWeBe Live, Front Left Live, etc.

[Hired as Creator Partnerships Manager](#), responsible for the pan-European launch and ongoing development of the popular Fans First programme, rewarding top fans of artists with exclusive event invitations, presale ticket access and special merchandise offers.

Songkick — *Business Development*

Jan 2015 - March 2017

Responsible for acquiring new artist ticket presale business in Europe, regularly liaising with and pitching to the artist management, booking agent, concert promotion and venue communities.

Flipcode — *Strategy & Operations*

October 2013 - December 2014

The non-technical partner in a two man software company creating consumer SaaS products such as SprintPal and [Hidden](#).

MusicQubed — *Business Development Manager*

September 2012 - September 2013

Managed the development and completion of telco deals for this high-growth, VC backed music software company.

Lucid Group — *Artist Manager*

October 2011 - November 2012

Managed all aspects of the careers of emerging music, TV and theatre talent, including a major label signed pop act.

AWAL — *Project Manager*

March 2009 - September 2011

Account management for key clients including record labels, artists and management companies. Successfully acquired by Kobalt Music Group.

ADVISORY ROLES

Highlight.xyz

I advise the CEO of web3 community platform Highlight on music industry strategy

EDUCATION

2:1 BA (Hons) Degree in Audio Technology and Business Studies
City University, London

3 A-levels and 4 AS-levels
Berkhamsted Collegiate School

SKILLS

Deal sourcing and execution.

Partnership management and development.

Internet business models and digital transformation.

Fluent in the modern suite of executive SaaS tools provided by Apple, Google, Microsoft, Salesforce, Adobe, etc.

REFERENCES

Available upon request.