

## [NATHANAEL S. JACKSON](#)

Phone: 615.818.3412

E-mail: NathanaelJackson.Business@gmail.com

Address: 515 Idlewood Drive, Mount Juliet, TN 37122

---

### PERSONAL STATEMENT

I am a high-performing and result-driven professional that is passionate about finance and data analysis and the importance they play in our world. I thrive in leveraging my analytical skills to drive strategic decision-making within the dynamic landscape of the music industry. With a proven track record in both data analysis and distribution operations, I specialize in extracting actionable insights from complex datasets to streamline team processes and optimize distribution strategies. I believe my ability to utilize advanced statistical methods and visualization tools to uncover trends and patterns for the stakeholders I work alongside is one of my greatest joys and strongest assets.

### EDUCATION

- 2017**                    **Full Sail University – Winter Park, FL**
- Bachelor of Science (B.S.), Major: Recording Arts and Technology – Minor: Music Business
- 2024**                    **Harvard Business School – Online**
- Professional Certificate in Financial Accounting – Active Student | April 17<sup>th</sup>- June 12th
- 2024**                    **Trevecca Nazarene University – Nashville, TN**
- Master of Science (M.S.), Entertainment and Sports Management – Active Student

### NATHANAEL'S PROFESSIONAL LINKS:

- [My Online Digital Portfolio and Resume](#)
- [My Linktree](#)
- [Linkedin Profile](#)

### WORK EXPERIENCE

- 2024**                    **FBMM (Flood, Bumstead, McCreedy & McCarthy) – Nashville, TN**  
Music Business Management Client Specialist
- Proficient in data analysis using Microsoft Excel, Google Sheets, and statistical techniques.
  - Proficient in reviewing and approving Accounts Payable/Receivable
  - Experienced in credit card and road cash reconciliations, as well as journal entries.
  - Skilled in managing tour merchandise and royalty trackers.
  - Competent in basic tax preparation and accounting tasks specific to the music industry.
  - Adept at handling special projects, data entry, and maintaining documentation software.
  - Effective in cross-department communication and collaboration.
  - Detail-oriented with strong organizational skills for filing and documentation.
  - Knowledgeable in financial reporting and analysis specific to the music industry.
  - Familiar with industry-specific accounting software and tools.
  - Strong problem-solving abilities and analytical skills for financial discrepancies.
  - Ability to work under tight deadlines and manage multiple tasks simultaneously.
  - Excellent interpersonal skills for client interaction and relationship management.
- 2023-2024**           **Crye-Leike – Mount Juliet, TN**  
Realtor
- Proficient in data analysis using Microsoft Excel, Google Sheets, and statistical techniques to interpret real estate market trends and property values.
  - Skilled in data visualization with Tableau, creating visually appealing graphs and charts to present market insights and property comparisons.
  - Experienced in conducting advanced statistical analysis to predict market trends and assess pricing strategies.
  - Utilized data-driven insights to advise clients on optimal pricing strategies.
  - Developed predictive models to forecast property appreciation rates, contributing to informed long-term investment decisions for clients.
  - Identified lucrative investment opportunities and assessed market demand.
  - Generated monthly performance reports, highlighting key market indicators and sales trends for informed decision-making and strategy refinement.

**2022-2023**

**BMI (Broadcast Music, Inc.) – Nashville, TN**

Distribution and Admin Analyst

- Facilitated access to Online Services for various stakeholders including Songwriters, Publishers, Management Companies, CPAs, and Law Firms.
- Reviewed and qualified LODs (Letter of Direction) and LOAs (Letter of Authorization) from managers, attorneys, publishers, etc.
- Digitized and processed paper documentation such as Applications for Songwriters and Publishers, Publisher Ownership Changes, Publisher Name Changes, and Legal Name Changes for Songwriters. Ensured accuracy of publisher ownership information, input data into relevant spreadsheets.
- Proofed Successor Agreements for deceased writers and individually owned publishers. Established accounts for heirs, trusts, and estates, and linked them to the deceased writer/publisher accounts. Collaborated with accounting to set up payment links. Input account numbers into a Sharepoint dataset and import linked IPI numbers and work registration numbers.
- Cleaned datasets for works registered with incorrect IPI numbers.
- Assisted with inquiries regarding royalty statements and distributions.
- Added songwriter AKAs to their songwriter accounts.
- Created and maintained data sheets for termination requests for both songwriter and publisher accounts. Ran account checks to ensure request validity and adherence to termination window guidelines.

**2018-2024**

**Hermitage Church of the Nazarene – Hermitage, TN**

Director of IT and Media Technology

- Team Leadership: Train and supervise a team of volunteers in managing media and technology for services and events.
- Equipment Management: Perform installations and conduct maintenance for all campus equipment and technology.
- Event Operations: Act as Front of House (FOH) engineer and Event Producer, ensuring smooth execution of events.
- Podcast Management: Produce, record, edit, market, and distribute podcasts for the church.
- Network Administration: Network, program, and maintain internet and Wi-Fi systems throughout the campus.

**2018-2024**

**Guitar Center – Knoxville, TN (2018), Goodlettsville, TN (2018-2019),  
Sacramento, CA (2019-2020), Goodlettsville, TN (2020-Current)**

Lessons Lead & Customer Service Admin: (Goodlettsville)

Responsibilities and Achievements:

- Managed student accounts, focusing on payment collection and overdue bill management, while achieving growth goals.
- Equipped and managed a team of eleven employees, ensuring efficient teaching processes.
- Conducted employee hiring, training, scheduling, and booking activities.
- Orchestrated open houses, recitals, concerts, and collaborative events with business partners.
- Spearheaded community outreach initiatives to enhance the lessons department's growth.

Lessons Instructor: (Goodlettsville, Sacramento)

Responsibilities and Specialties:

- Instructed music production, audio engineering, songwriting, music theory, piano, drums and percussion.
- Assisted students in setting goals and devised tailored lesson plans to facilitate goal achievement.

Sales Associate: (Knoxville, Goodlettsville)

Responsibilities and Achievements:

- Consistently met or exceeded average sales goals, typically set between \$400-500 per hour.
- Achieved a 35% sale rate of Pro Coverage (Equipment Damage Insurance) and maintained an average of 2.5 or higher for Items Per Transaction (IPT) metric.
- Attained an average of 4 Gear Card Applications per month.
- Analyzed customer needs to provide optimal gear solutions and specialized in both tangible and non-tangible asset sales.
- Utilized Salesforce (CRM) to manage customer relationships and Green Screen (In-Store POS System) to manage inventory and initiate sales.

2016

**Broadcast Music Inc.**

Temporary Lead Generation Specialist

- Research and identify potential leads within the service industry primarily scouting out music use in bars, restaurants, gyms, retail stores and health institutions.
- Utilize various tools and databases to gather relevant contact information and background data on potential leads.
- Research businesses to find verify Music use and to provide the sales team with proof to reference upon review of the account.
- Develop and execute targeted research strategies to initiate contact with potential leads via email, phone calls, social media platforms, and networking events.
- Qualify leads based on predefined criteria, such as types of music use including live music and events, number of televisions, and max occupancy.
- Segment leads into different categories or stages of the lead generation funnel to prioritize follow-up actions and tailor outreach efforts accordingly.
- Build and nurture relationships with leads through ongoing communication, follow-up activities, and personalized interactions.
- Provide relevant information, resources, and support to address leads' inquiries, concerns, and needs effectively.
- Maintain accurate and up-to-date records of lead interactions, communication history, and lead status updates using CRM software (Salesforce).

**CERTIFICATIONS, LICENSES, SOFTWARE SKILLS, AND MEMBERSHIPS**

Data Analytics Certifications - Google Data Analytics

Audio Certifications - ProTools 12 Certified (101-210M)

Music Business Certifications – Copyright Law in the Music Business

Currently Pursuing – Intuit Quickbooks Advisor Certification | Financial Accounting (via HBSO)

Licenses – Tennessee Real Estate License

Software Experience– Microsoft Office | Google Sheets | BigQuery | MySQL | Python | Quickbooks | Vistex Music Maestro (iMaestro) | Salesforce (CRM) | Moxy (CRM) | Tableau | Canva |

Memberships- NAR | TAR | EMTAR | BMI affiliated songwriter and publisher

**RESUME**

*References available upon request*

**May**

**2024**