



Internship Business Development Division

Position: Business Development Intern

Company: RightsFlow® Inc.

Location: New York, NY

Hire Date: Immediate

Type: Available at least 3 days a week (10 am- 6 pm), more preferred

About RightsFlow www.rightsflow.com

[RightsFlow](#) is a leading provider of mechanical licensing services and royalty payment technology for online music services, record companies, distributors and artists. The RightsFlow technology powers rapid song identification and provides an unprecedented level of transparency for both licensees and licensors. RightsFlow specializes in obtaining bulk physical, DPD, and ringtone licenses including streaming, tethered, and limited download rights. Our proprietary “FLOW” licensing technology and 10.5 million song database allow us to license content, render accounting, and pay royalties on behalf of clients quickly and accurately, ensuring that rights-holders are paid for the use of their work.

RightsFlow currently serves over 9,500 clients obtaining licenses from publishers and songwriters all over the world – including major, independent and artist controlled works. Clients include Muzak, Amie Street, Dada, Guvera, Kontor New Media, The Orchard, Alliance, INgrooves, [PIAS], Zynga, Beatport, CAM, Zebration, E1 Canada Distribution, IODA, Cooking Vinyl, CD Baby, Disc Makers, & X5 Music Group.

Position overview:

RightsFlow is seeking an intern to help support general business development, the expansion of product and service lines, and drive bottom line sales. The emphasis will be managing outreach to online music and media services, identifying new opportunities, and implementing strategies to lead RightsFlow’s licensing and reporting service sales efforts. This position will report to the sales department, working on new client acquisition. It will also provide opportunities to be involved with the company founders regarding new products and services.

Responsibilities:

- Work directly with sales team in coordinating sales pitches of RightsFlow services to online music and media destinations, and other licensees of music copyrights
- Build and maintain a contact database of key prospects
- Research developments in the online music and media space
- Implement outreach strategies

Required Experience:

- College degree (MBA or MA preferred); must be able to receive school credit
- Strong administrative skills and attention to detail
- Knowledge of Microsoft Office (including Word, PowerPoint, and Excel); CRM skills a plus
- Strong communications and personal skills
- Knowledge of music industry and copyright a plus

Compensation:

- School credit only
- \$250/month stipend

Contact – Please email your cover letter and resume to gideon.kalischer@rightsflow.com.

RightsFlow, Inc is an Equal Opportunity Employer.

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