



Senior Analyst, Acquisitions and Business Development
Job Description
January 2010

Company Description

Evergreen Copyrights (www.evergreenmusic.com) is an entrepreneurial, fast-growing music company with offices in New York and Nashville. Evergreen has completed 22 acquisitions in the last four years and owns or administers over 60,000 compositions. The catalog includes songs performed by artists such as Eric Clapton, Michael Jackson, Tupac Shakur, MC Hammer, Nick Drake, Todd Rundgren, and Third Eye Blind, among many others.

Position Summary

The Analyst will work with the Director of Acquisitions and Business Development, as well as the COO /CFO to continue the rapid growth of the business through catalog acquisitions and other revenue generating business development opportunities. This is a unique opportunity that combines acquisitions and finance oriented business development in the context of an entrepreneurial music company.

Location

New York, NY (preferred)

Major Responsibilities

- Analyze/value acquisition targets of various size, complexity, and structure
- Participate in all stages of pending acquisitions, including the preparation of term sheets, management of financial and legal due diligence efforts, and execution of closing activities
- Participate in deal negotiation with songwriters, publishers, and their representatives
- Identify and conduct other opportunistic business development projects

Essential Characteristics

- Desired professional background and skill set includes:
 - Strong understanding of financial concepts and 1-2 years of experience in a finance oriented role (preferably deal-related)
 - Strong MS Excel skills
 - Undergraduate applications will be accepted with relevant internship experience
- Personal Characteristics
 - Very strong work ethic, good team contributor, good communication skills
 - Strong quantitative skills
 - Interest in the music industry and entrepreneurial companies