



Music Industry Mentoring Program Opportunity with Live Nation Entertainment

Business Operations - Sponsorship, Sydney

Location	In Person - Live Nation Sydney Office (Darlinghurst)
Opportunity	Volunteer - Sponsorship Team Member
Suggested Program Period & Frequency	29 July 2024 - 13 December 2024 2 days per week, in consecutive weeks within the period 150 hours total These are suggested hours. Period and frequency are provided as a guide only and are subject to individual arrangements to be agreed upon by both the host organization and the selected Volunteer.
Reports To	Zoe Murdoch - General Manager, Marketing Solutions, Client Services & Secret Sounds Connect

ABOUT THE ORGANISATION

About Live Nation Entertainment

Live Nation Entertainment is the global leader in live entertainment, comprised of three market leading divisions - Ticketmaster, Live Nation, and Sponsorships. Globally, we bring 35,000 shows, 100+ festivals to life, and sell 500 million tickets per year. We own and operate 200+ venues with more than 1,000 sponsors. All of this and more is made possible by our 44,000 employees worldwide, located in over 40 countries.

About Live Nation Australia

As the world's leading live entertainment company, we are privileged to work with artists to bring their creativity to life on stages from around the world to Australian audiences.

We opened our first local office in Melbourne, Australia in 2010 and promote all forms of live entertainment, including concerts across all genres (developing local and international acts), festivals, family entertainment, comedy, podcasts, authors, and health & wellness. Live Nation Australia is comprised of 4 key pillars including Concerts, Festivals, Venues, and Sponsorships. We have a number of partner businesses including:



- Secret Sounds Group, which also comprises of Village Sounds Agency & Cult Artists and Dew Process & Dew Process Publishing;
- Kicks Entertainment;
- Mellen Entertainment; and
- Jubilee Street Management.

We provide content to multiple venues in Australia ranging from community halls, clubs, theatres, arenas, and stadiums. In the last 12 months, Live Nation promoted sell out tours for the likes of Red Hot Chilli Peppers, Post Malone, Harry Styles, Rod Stewart, Dua Lipa, Kendrick Lamar, Dave Chapelle, and Kevin Hart. Other artists we work with include Coldplay, P!nk, Adele, Beyonce, Lady Gaga, Drake, Rihanna, Madonna, 5 Seconds of Summer, Alanis Morissette, Pearl Jam and Cher.

We also own and operate live performance venues in Australia, either in public or private partnerships, and our venue portfolio included the Palais Theatre in St Kilda VIC in association with the City of Port Phillip, Festival Hall in West Melbourne VIC, Anita's Theatre in Thirroul NSW, Fortitude Music Hall in Brisbane QLD, and Hindley Street Music Hall in Adelaide, SA.

We are the biggest producer of festivals in the country partnering with Secret Sounds Group and Kicks Entertainment, and our biggest festival brands include Spilt Milk. This all comes to life thanks to 275 dedicated and passionate employees based in Naarm (Melbourne, our Australian HQ), Warrane (Sydney), Meanjin (Brisbane), Boorloo (Perth) and Cavanbah (Byron Bay).

ABOUT THE OPPORTUNITY

This opportunity is available within the **Sponsorship** team, partnering with local and international brands to build long-term relationships with their consumers through live experiences. This role will support the broader Sponsorship team across integration, client services, creative and production to conduct research, assist with the development of proposals and provide general support to the team on a variety of projects and events.

Tasks include but are not limited to;

- Research, including
 - Brand category research through market trends and case studies
 - Creative & production research, including sourcing imagery and references for creative and production presentations and concepts



- Support with generation of proposals for the team, including pitch proposals, client campaign proposals and creative presentations
 - Support with reporting requirements for brand campaigns, including data input, case study completion and post event reports
 - Taking notes and actions for key meetings
 - Supporting on content sourcing for sponsorship newsletter
 - Clickup data entry support
 - Support integration team on ticketing partnership execution, including testing consumer journey and links
 - Provide support to the team across sponsorship events and bespoke projects as required.
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ABOUT YOU:

For this opportunity, we are looking for an individual who is/has;

- A passion for live entertainment, their fans and understanding of what makes music fans tick.
- Calm under pressure and able to handle multiple tasks simultaneously, to deadline.
- Confident using Word, Excel, PowerPoint, Outlook, Zoom, Slack.
- Exceptional communication skills - written and verbal.
- Creative thinker, with the drive to always innovate.
- Relationship manager - you are comfortable and confident in your skills and have the ability to connect with a variety of people, from all walks of life.
- Entrepreneurial spirit with a strong desire to keep up professional development.
- Self-motivated and proactive, self manages priorities.

Successful applicants will be able to demonstrate their commitment to a career in the contemporary music industry through:

- Evidence of pro-actively pursuing training, practical experience or work relevant to this opportunity.
 - Current interests and future career goals aligned to the opportunity description.
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VOLUNTEER HONORARIUM

This is a volunteer opportunity for participants to undertake a workplace-based learning program. To ensure this program is accessible to all, The Push will provide participants with an honorarium to help cover the cost of travel, meals and other expenses incurred through participation in the program. The honorarium will come to a total of \$3,475.

This honorarium is not linked to the number of volunteer hours, and once paid is not subject to any reimbursement obligations.

HOW TO APPLY

To apply for this opportunity, head to the application form, and when asked “What opportunity are you applying for?” select this role. Complete the form ensuring you provide responses and examples that reflect the Opportunity Description above and upload a copy of your CV.

Applications close 5pm AEST on Friday 17 May.

