

ERICA BANK

ericapbank@gmail.com | (914) 806-3866 | ericabank.com

EDUCATION

Northwestern University Bienen School of Music | Graduated March 2020
Bachelor of Science in Music | Minor in Music Technology | Farley Certificate in Entrepreneurship & Innovation
Cumulative GPA: 3.79/4.0

CAMPUS LEADERSHIP

Niteskool Productions - Northwestern University September 2017- March 2020

Founder | President | Head of Operations

- Reinvented the prestigious 'Niteskool Project' after four years of inactivity
- Created and developed "Niteskool Sessions", a live video concert series
- Generated and managed an infrastructure with over 90 members, supervising subgroups of production, marketing, A&R, and business operations
- Programmed a networking summit for 150+ students and 200+ alumni
- Produced the website and social media platforms (<https://www.niteskoolproductions.com>)

CERTIFICATES & AWARDS:

Purple Pride Award (2019): Outstanding Third-Year Student- Northwestern University

Award given to a student on track to graduate in 2020 who has modeled one or more of the competencies of Northwestern's Leadership Framework, enhanced the campus community and demonstrated a commitment to Northwestern University's values.

Harvard edX CS50: Introduction to Computer Science - Harvard University

An introduction to the intellectual enterprises of computer science and the art of programming.

PROFESSIONAL EXPERIENCE

AEG / The Bowery Presents- New York City Summer 2019

Intern

- Constructed financial report on resale ticketing and secondary distributor ticket sales
- Created a model for a three day experiential music festival targeted at multi-generational engagement
- Oversaw show settlement processes and distribution of advancement invoices and production riders
- Researched geographic market sectors to optimize ticket sales for an eastern rooted U.S tour
- Designed and pitched commercial sponsorships and brand activations for *Coachella*, *Firefly* and *Mo Pop Festival*

Warner Music Group- New York City Summer 2019

Emerging Talent Associate

- Delivered capstone presentation on digital revenue optimization in India to Warner executives and department managers
- Tracked and analyzed sales of global catalogue through weekly Soundscan and iTunes Connect reports
- Organized and reconfigured department's metadata files
- Monitored company's website and curated artist news articles and press releases

Sofar Sounds- New York City Summer 2018

Business Operations Intern

- Reviewed and catalogued artist development and consumer engagement data
- Curated run-of-show packets for daily live concerts
- Tracked and analyzed social media impressions for commercial sponsorships and brand partners
- Managed back-end of official *Sofar Sounds* website

Mom + Pop Music- New York City Summer 2017

Business Operations Intern

- Compiled international sales data in a slide deck for distributor pitches
- Utilized iTunes Connect to analyze streaming trends and sales for various artists
- Reviewed royalty contracts and extrapolated commission owed to corresponding artist

SKILLS **Administrative:** Project Management, Pitch & Grant Writing, Budget Modeling, Finance Reconciliations **Technical:** Ableton Live, Traktor, Max MSP **Music:** Classical Voice and Opera Performance, Alto Saxophone, Vinyl + Digital DJing **Computer Languages:** C, Python, SQL