



# ZACH MILLER-FRANKEL

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MUSIC + TECHNOLOGY EXECUTIVE

## PROFILE

A participative leader with ten years' experience forming, managing, and working within matrixed organisations and cross-functional teams, including five years as CEO of a Music Tech start-up. I've been fortunate enough to achieve an exit, work alongside GRAMMY winners, manage \$100m+ tour budgets, and collaborate with some of my industry idols.

As a creative thinker I subscribe to Picasso's philosophy: *when I haven't any blue, I use red.* While my inherent focus on "the forest" allows me to excel at implementing big-picture goals, I also believe out-of-the-box problem solving, guided by company policy and best practices, leads to innovation, team empowerment, and sustainable organisational growth.

## TECHNICAL PROFICIENCIES

<b>BUSINESS INTEL</b>	Tableau Oracle Analytics
<b>PROJECT MGMT</b>	Jira Firebase Monday
<b>UI &amp; DESIGN</b>	Figma Invision Adobe CS
<b>CRM</b>	Hubspot
<b>DATA ANALYTICS</b>	SPSS
<b>CLOUD SOLUTIONS</b>	AWS
<b>PROGRAMMING</b>	Python
	Java
	C++
	C#

## CERTIFICATIONS

**PMP**  
**SCRUM MASTER I**

## EXPERIENCE

2016 – Present **ANDRSON | Co-Founder & CEO**

Andrson is an award-winning audio analysis engine that uses Artificial Intelligence and Machine Learning to redefine how audio classification, categorisation, and comparison are conducted. Simply put, if you want to sign an artist that sounds at least 75% like Taylor Swift, need in-depth catalogue management, or want to sync "Gimme Shelter" but can't afford it, Andrson delivers scientifically similar results with greater accuracy than its competitors. As CEO I:

- Led operational and strategic direction of 2-sided marketplace platform and RESTful API, with accountability for achieving KPIs and bottom-line factors including development schedule, budget management, delivery of short-term goals, and establishment of long-term growth objectives.
- Captained team of COO, CTO, CMO, and 9 employees, coordinating creative, product, and marketing teams with Doctorate-level computer scientists and ML specialists.
- Onboarded 15,000+ B2C users across 53 countries, with an average FTP conversion of 31% and a catalogue of 40,000+ songs and multimillion point datasets.
- Grew B2B Clientele 240% in one year; achieved a total of 65 B2B clients including Majors, indie labels, streaming services, sync platforms, managers, and publishers.
- Modified B2B sales strategy which improved lead times from seven to three months.
- Exploited new marketing channels and established strategic alliances across emerging EMEA music markets that grew Social engagement 8% and usership 2%.
- Liaised with external stakeholders including legal & governance, investors, and PR.
- Coordinated and contributed to patent process leading to five registrations globally.
- Prepared monthly briefing packs and in-depth financial analyses for Board meetings.
- Devised and implemented an agile pandemic response plan, enabling 100% team retention, reducing operational costs 24%, and maintaining 9% MoM B2C growth.

2013-2021 **THINKTANK MUSIC MANAGEMENT | Director**

A boutique artist management company headquartered in NYC and Dublin, for both mainstream and indie artists. As Director I:

- Grew the team from single-office sole proprietorship to an international, seven-person enterprise.
- Curated genre-agnostic roster of 10 artists in 4 countries: US, UK, Ireland, and France.
- Negotiated record and publishing deals valued from \$10,000 to \$3 Million.
- Coordinated label, touring, marketing, and Social teams, placing artists in the fore digitally and physically, from major streaming support to mainstage festival slots.
- Developed brand partnerships across several verticals including fashion, art, and gear.

## SOFT SKILLS

Digital Music  
Ecosystem



Startups +  
Emerging Tech



Contract  
Negotiation



Operations +  
Strategy



AI + ML  
Theory



Leadership +  
Management



International  
Business



Publishing, Sync +  
Supervision



P&L +  
Budgeting



## DISTINCTIONS

Silver Medallist

**NATIONAL  
STARTUP AWARDS**

Finalist

**DUBLIN TECH  
SUMMIT**

Alpha Start-Up

**COLLISION  
CONFERENCE**

Honours Thesis

**TRINITY COLLEGE  
DUBLIN**

Founder's Award

**ISRAEL CANCER  
RESEARCH FUND**

## LANGUAGES

**FRENCH**

*Full Native Proficiency*

**HEBREW**

*Full Native Proficiency*

**THAI**

*Intermediate Proficiency*

**MANDARIN**

*Beginning Proficiency*

## AFFILIATIONS

**CONTINUOUS  
VENTURES**

*Partner (via Anderson)*

**RAHM**

*Ambassador*

**ICRF**

*Young Leadership Board*

**MET OPERA**

*Young Associate*

**LGBT in TECH**

*Channel Co-Founder*

## EXPERIENCE (cont.)

2013

**THE MILK & HONEY MUSIC FESTIVAL** | *Producer*

The Milk & Honey Music Festival benefitted the Israel Cancer Research Fund, an NGO that funds research by Israeli & Israeli-Arab oncologists. As production lead, I:

- Oversaw a team of twelve across all production verticals.
- Secured media and marketing partnerships with exposure of 15M+, selling out the festival and increasing ICRF site visits 2500% over four months.
- Raised \$1.5M in planned gifts.

2011-2013

**ARDENT MUSIC MANAGEMENT** | *Talent Manager*

Ardent Management oversaw the business and music management of Pop and Indie Rock musicians across the US. As a senior talent manager I:

- Oversaw the business and artistic management of three bands.
- Coordinated both grassroots and planned marketing initiatives that increased their collective following from 19,500 to 200,000+.
- Earned the distinction of planning the longest tour of any then-junior manager, exponentially raising tour profitability to \$5 million gross.

2011-2012

**POMEGRANATE ARTS** | *Touring & Marketing Associate*

Pomegranate manages the careers of several visionary artists, namely Philip Glass, Laurie Anderson, and Taylor Mac. For them I:

- Designed an automated, excel-based ticket sales-tracking program for the global revival of *Einstein on the Beach*.
- Managed artists' itineraries across international projects associated with the yearlong celebration of Mr. Glass's 75<sup>th</sup> Birthday.
- Created and disseminated multilingual press kits.

2010-2011

**POST HOC MANAGEMENT** | *Management Intern*

Post Hoc was a boutique firm managing The National and The Antlers. While interning I:

- Compiled tour books, advanced shows, and coordinated across the management and production matrix.
- Synced and maintained all Socials.

## EDUCATION

**MASTER of BUSINESS  
ADMINISTRATION (Hons.)**

*Trinity College Dublin*

**BACHELOR of  
LIBERAL STUDIES (McL)**

*Purchase College, SUNY*

**VOCAL PERFORMANCE**

**FRENCH**

*Pursued Majors*

*Indiana University Bloomington*

## ENGAGEMENT HIGHLIGHTS

### 2021 (Digital)

Presenter, *Audio Analysis for Sophisticated Classification & Recommendation*

Featured Guest, *Daring To with Rita Trehan*

Featured Guest, *Tech Talks with Dave Savage*

Featured Guest, *Frequency with Corey Crossfield*

| BPI CONFERENCE

| STARTUP + TECH PODCAST

| TECH PODCAST

| MUSIC BUSINESS PODCAST

### 2020 (Digital)

Panellist, *Advances in Digital Music Discovery*

Keynote, *The Potential for AI to Fill the Widening Value Gap in Music*

Keynote, *How & Why Does Audio-Driven Data Really Matter, and When to Use it*

Keynote, *Let's Get Digital: Using Your Music Data to Work Discovery Algorithms*

Presenter, *What You Need to Know about Digital Music Discovery*

| REEPERBAHN

| UPPSTART CONFERENCE

| IRELAND MUSIC WEEK

| IRELAND MUSIC WEEK

| INDIE MUSIC CONFERENCE

### 2019

Keynote, *Music-Driven Data v. Data-Driven Music*

Panelist, *Community-Driven Music Discovery*

Moderator, *A&R Reimagined: Digital Tools for Human Discovery*

Presenter, *Arts and Entrepreneurship*

Keynote, *Reconnecting with Sound: The Power of Audio Data in the Discovery Process*

Panelist, *What A&R Really Means in the Digital Age*

| SMARTWAVES CONF.

Berlin

| SMARTWAVES CONF.

Berlin

| MONDO.NYC

New York

| NDRC + DUBLIN BIC

Dublin

| IRELAND MUSIC WEEK

Dublin

| IRELAND MUSIC WEEK

Dublin

### 2018

Presenter, *Music/Tech: Industry meets Innovation*

Keynote, *Cracking the Digital Music Model*

Presenter, *Alpha Start-up Talks*

Guest Speaker, *Arts Administration and Data Analysis*

Keynote, *The Business of Music Tech*

| DUBLIN TECH SUMMIT

Dublin

| VARIOUS

Dublin, LDN, NY, LA

| COLLISION CONFERENCE

New Orleans

| TRINITY COLLEGE

Dublin

| VARIOUS

Dublin, LDN, NY, LA

### 2016/17

Guest Speaker, *The Business of Entertainment: Industry 101*

Keynote, *F\*\*\* the Police: Piracy is Bad...Isn't it?*

Keynote, *Why Self-Management Isn't Self-sufficient*

| TRINITY COLLEGE

Dublin

| GENERAL ASSEMBLY

New York

| NYFA

New York