

# Wendy Marmo

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## SUMMARY

Music Clearance and Licensing professional with over 20 years of experience in increasingly senior roles. An effective manager with uncompromising attention to detail, borderline obsessive organizational skills, and a positive energy that motivates and inspires teams.

## KEY SKILLS & STRENGTHS

- Thorough knowledge of film and television music clearance rights and terms.
- Well versed in drafting, revising, reviewing, and executing license agreements, composer/songwriter agreements and publishing agreements.
- Excellent music research abilities utilizing PRO's, HFA, LOC, All Music Guide and many other public and private sources.
- Invaluable relationships with contacts at record companies, music publishers, music libraries, attorneys, managers, music supervisors and other industry professionals.
- Extensive experience as Music Supervisor for independent feature films, working directly with producers and directors to facilitate creative vision and overseeing all music functions including script breakdowns and budgeting, selecting and hiring of composers, arranging recording studio sessions, suggesting musical ideas, licensing source music and generating cue sheets.

## WORK EXPERIENCE

### Dick Clark Productions

#### Music Clearance & Licensing Consultant

May 2011 – Present

- Cleared and licensed music heavy television productions under tight deadlines including:
  - So You Think You Can Dance, Seasons 8 – 12
  - Dick Clark's New Year's Rockin' Eve, 2010 - 2015
  - Billboard Music Awards, 2014 - 2016
  - Golden Globe Awards, 2014 – 2016
  - People Magazine Awards
- Developed overall goals for each show and communicated with Production Executives, Business & Legal Affairs department, and other staff members to provide comprehensive management support to all divisions.
- Consulted with Production and Business and Legal Affairs to determine music needs and necessary media rights and terms and advised on potential legal issues.
- Created and oversaw budgets and tracked expenses.
- Mentored and managed staff and developed clearance and licensing procedures that ensured effective and thorough processes.
- Negotiated high profile contracts utilizing creative approaches to strike deals with key decision makers.
- Requested and/or drafted synchronization and master use license agreements for all applicable licensors.
- Reviewed license agreements and processed for signature.
- Prepared music cue sheets and distributed to relevant parties.

**Music Supervisor, Inc.  
VP of Music Services**

**September 2009 – November 2012**

- Responded to search requests from music supervisors and provided song selections for high profile television shows including:
  - 10 Things I Hate About You – ABC Family
  - Greek – Disney/ABC
  - Vampire Diaries – Bonanza Productions/Warner Bros. TV
  - Pretty Little Liars – Horizon Scripted Television
  - Shameless – Warner Bros. TV
  - Heart of Dixie – Bonanza Productions
- Music Supervisor services including:
  - Script breakdowns for determining all music uses.
  - Creation of music budgets.
  - Participation in selection and hiring of Composer(s).
  - Strategic selection of source music using combination of famous songs and independent music to increase production value while maintaining budget.
  - Music Clearance and Licensing.
  - Soundtrack Production and Coordination.

**Cohen and Cohen Music Law/ Third Story Music  
Director of Music Licensing**

**February 2007 to February 2009**

- Issued quotes, negotiated rates and issued licenses for all music uses including Synchronization Licenses for Film/TV/DVD, Digital Downloads, Ringtones, Ringbacks, Master Tones, Mechanical & Master Use Licenses, Samples.
- Handled all Copyright issues including Copyright registrations, ASCAP/BMI registrations, HFA notifications and communications with Subpublishers.

**Universal Music Group  
Copyright Label Manager, Ume**

**January 2002 to February 2007**

- Prepared mechanical licensing instructions for all UMe releases.
- Approved all licenses and resolved all licensing problems.
- Reviewed Artist agreements and applied Controlled Composition clauses.
- Negotiated reduced rates.

**Priority Records  
Manager of Publishing Administration**

**April 1999 to November 2001**

- Obtained mechanical licenses for all Priority Records releases.
- Researched song splits through ASCAP, BMI, Harry Fox, writers, publishers, artists, managers and attorneys.
- Reviewed Artist agreements and applied Controlled Composition clauses.
- Negotiated sample clearances.

**MasterSource Music Catalog  
Director Film and TV Music**

**May 1997 to April 1999**

- Issued sync and master use licenses.
- Plugged songs to production companies, music supervisors and music and film editors.
- Placed numerous songs in tv shows including Ally McBeal, Charmed and Sex In The City.

**MCA Music Publishing  
Foreign Copyright Assistant**

**May 1996 to May 1997**

- Researched all inquiries and resolved copyright disputes for MCA's foreign affiliates.
- Handled administration of all foreign originating works.

**Interscope Music Publishing  
Creative Coordinator**

**June 1994 to May 1996**

- Worked Interscope catalog for placement in film, television and artist cuts.
- Participated in solicitation of record deals and acquisitions of new writers and artists.

## **EDUCATION**

**C.S.U.N.**

B.S. in Business Administration – Specialization in Marketing

**June 1994**

**U.C.L.A.**

General Education – Transferred to CSUN Business School

**1988 to 1990**

## **CONTINUING EDUCATION**

Frequent attendee of CCC and AIMP meetings.

Course in Pro-Tools

Piano and Guitar lessons

**REFERENCES AVAILABLE UPON REQUEST**