

Anthony Drootin

541 Martense Avenue
Teaneck, NJ 07666

917-733-8138

tonydrootin@gmail.com
www.linkedin.com/in/drootin/

SUMMARY

Dynamic and results-driven leader with extensive experience in sales, team building, employee management, facility operations, project planning, and music production. Proven ability to drive business growth, optimize operations, and lead high-performing teams. Adept at managing complex projects, engaging with high-profile clients, and collaborating across departments to achieve strategic objectives. Passionate about innovation, mentorship, and delivering exceptional results in both corporate and creative environments.

EXPERIENCE

Studio Manager Sound on Sound Studios

New Jersey 2017 - present

Currently overseeing sales, marketing, and operations for a state-of-the-art, two-room commercial recording facility in Montclair, New Jersey.

Studio Manager Platinum Sound Recording Studios

New York, NY - 2016 - 2016

Managed a three room state of the art recording facility. Supervised all engineers, assistant engineers, maintenance and office staff. Handled sales, scheduling, project and operational budgets, accounts receivable. Coordinated staff, musicians, equipment set ups and rentals, facility maintenance, inventory, artist and production requirements. Made recommendations for facility related decisions including marketing strategies, staffing decisions, equipment purchases, and renovations/improvements.

Director of Music, Mana Contemporary

Jersey City, NJ - 2015 - 2016

Planned the development of a multi-room recording, performance and media facility. Developed a music performance and event series taking advantage of other core creative synergies in food, wine and art. Represented the company in all music related matters.

Director of Audio Operations, Daddy's House Recording Studios

New York, NY — 2010 - 2015

Managed a three room state of the art recording facility. Supervised all engineers, assistant engineers, maintenance and office staff. Handled sales, scheduling, project and operational budgets, accounts receivable. Coordinated staff, musicians, equipment set ups and rentals, facility maintenance, inventory, artist and production requirements. Made recommendations for facility related decisions including marketing strategies, staffing decisions, equipment purchases, and renovations/improvements.

Co-Owner, Area 51 NYC

New York, NY — 2010 - present

Managed the sales and operations for a multi room recording facility. Studio closed in 2016. Currently still renting equipment to high profile projects (Disney Mary Poppins, West Side Story, The Louisiana Symphony, Peter Gabriel, Jazz at Lincoln Center, and others)

COO, SevenSeas Entertainment

New York, NY — 2007 - 2009

Successfully managed a multi-branch entertainment company, overseeing its recording studio, record label, and management divisions. Led the planning and development of a 17,500 sq/ft media facility in Chelsea, NYC, encompassing recording, mixing, mastering, digitizing, and audio restoration. Managed Grammy-winning engineers and songwriters while overseeing music production

and global distribution. Spearheaded the production of two EPs and a full-length LP with JazzKamikaze, securing a European and Asian distribution deal. Adept at optimizing operations, executing strategic marketing initiatives, and driving revenue growth while delivering high-quality creative and business outcomes.

Director of Audio Operations, Sony Music Studios at West 54th Street

New York, NY — 1998 -2007

Managed the facilities frontline recording studios. Solicited projects from major and independent record labels. Supervised engineers, assistant engineers, maintenance and office staff, scheduling, project and operational budgets, accounts receivable. Coordinated staff, musicians, equipment set ups and rentals, facility maintenance, inventory, artist and production requirements. Consulted with executives on facility related decisions including marketing strategies, staffing decisions, equipment purchases, and renovations/improvements.

Accomplishments

- Increased revenue within my department by 100%
- Credits on numerous albums and television broadcasts
- Management representative in union contract negotiations
- Management and diversity training

Manager, Unique Recording Studios

New York, NY — 1985 -1998

Managed a five room state of the art recording facility. Solicited projects from major and independent record labels. Supervised engineers, assistant engineers, maintenance and office staff. Handled scheduling, project and operational budgets. Coordinated staff, musicians, equipment set ups and rentals, facility maintenance, inventory, artist and production requirements. Consulted with owners on facility related decisions including marketing strategies, staffing decisions, equipment purchases, and renovations/improvements.

Accomplishments

- Numerous interviews in trade and press articles
- Credits on numerous albums
- Facility grew from a three to a five room operation during my tenure

Owner, Tony Drootin Management

New York, NY — 1988 - 2004

Managed a large roster of producers, songwriters, recording and mix engineers. Solicited projects and negotiated fees, secured budgets and royalties/publishing rights. Negotiated production and publishing deals. Handled all invoicing and accounts receivable.

Accomplishments

- Clients included Madonna, Prince, Donna Summer, LL Cool J, Mariah Carey, and many more multi-platinum recording artists.
- Secured publishing deals and song placements

EDUCATION

SUNY New Paltz

Degree — 1980 - 1984

Bachelor of Performing Arts (Percussion)

- Private instruction at Manhattan School of Music and Riverdale Country School of Music
- Management and diversity training at Sony Music Entertainment

OTHER ACCOMPLISHMENTS

I am the Chairman of the Board of Trustees for the We Are All Music Foundation, an organization that supports music's benefits in health, education and underserved communities.

I was on the Board of Trustees for 10 years for the non-profit organization Hip Hop Public Health, and am now an advisor. I Co-executive produced the LP "Songs For A Healthier America" with HHPH and Partnership for a Healthier America, in conjunction with Michelle Obama's Let's Move initiative. The LP features songs with Ariana Grande, Nils Lofgren, Jordin Sparks, Monifa, DMC, Dougie Fresh, Ashanti and many other artists.

I am a Certified **Covid Compliance Officer**

SKILLS

- Managing employees
- Managing small and large business operations
- Project management
- Interacting with high profile clients
- Budgeting
- Sales
- Publishing
- Production
- Studio design
- Social Media
- Lecturing/Teaching
- Facility management

REFERENCES

Available upon request.