

Joshua Goltz

Tech partnerships professional

Experienced executive with over 15 years of experience in the technology industry. Substantial expertise in strategic partnerships, media, BD, and IP law. Significant product counseling experience in connection with go-to-market B2C and B2B services.

EXPERIENCE

Senior Business & Legal Affairs Director

[Utopia Music AG](#) Jul 2022 - Present

- Provide day-to-day legal advice and support to Utopia's different business units (including product, engineering, and strategy stakeholders) helping them launch new services, features and scale up globally.
- Draft and negotiate key contracts with suppliers, OEMs, content owners and others.
- Presided over € 7M of total contract value deals in just 5 months including agreements to acquire external data and global payment provider integrations.
- Ensure delivery of agreed business & legal affairs objectives and key results (OKRs).
- Provide and ensure cross-functional analysis and input on deals and practices.
- Manage various reporting operations relating to music licensing, royalty economics, commercial partnerships and vendor spend.
- Architected a SaaS-based program for the Accelerate royalty platform for artist advances.
- Led the development of Utopia's Data Collection Policy, a cross-functional effort addressing data governance.
- Implemented a data risk management framework for adding new data sources providing a clear and efficient path to safely onboard new data assets in Utopia's data lakes.

Consultant / Startup Advisor

[JJG Consulting](#) May 2018 - Present

- Consult with startups on digital distribution & operations, content acquisition, licensing, partnerships, SaaS best practices, business development, products, GTM planning, strategic development and more.
- Advise on how to successfully navigate through complex digital media landscapes, saving clients time and money.
- Led key conversations enabling a client to win Sony Music's Music Demixing Challenge.
- After successful GTM strategy guidance, another client's products are now used by Hulu, Vice, Apple and Meta.

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SKILLS

Strategic Partnerships
Licensing
Contract Negotiation
Intellectual Property
Business Development
Operations
Strategy
Digital Media
Digital Supply Chain
Creative Asset Protection
Product Management
Revenue Enhancement
Performance Optimization

EDUCATION

Certificate: Intellectual Property Law

[New York University \(NYU\)](#)

School of Professional Studies (GPA: 4.0/4.0)

Relevant Courses: Trademarks, Copyrights, Patents, Licensing, Negotiations/ADR and Trade Secrets

Bachelor of Science in Business Administration

[Duquesne University](#)

Technology Marketing (GPA: 3.6/4.0)
& Legal Studies (GPA: 3.5/4.0)

Relevant Courses: Product Management, Sales Administration, Market Research, Services Marketing, Database Management, Contracts, Law of Business Organizations and Commercial Transactions

Honors: Phi Eta Sigma – National Collegiate Honors Society & Duquesne University Dean's List

Chief Operations Officer & Cofounder

Pulselocker Inc. (Acquired by Beatport LLC) Jan 2011 - Apr 2018

- Developed original business plan and concept with fellow cofounder. Hired initial team members. Led successful Series A financing with C-team. Responsible for Pulselocker's operations; content and global brand (OEM) partnership business development; and business & legal affairs.
- Leading content acquisition grew Pulselocker's signed content partners from 0 to over 50 in less than one year and to over 250 in two years. Led successful signings of Universal Music Group, Warner Music Group, Sony Music Entertainment, Merlin and numerous independent providers. Scaled subscription music business from US, CA, and UK to all of the EEA member countries including securing all master rights, CMO/publishing and fulfillment requirements.
- Negotiated and drafted a wide variety of music and technology related agreements, including deals related to content acquisition, strategic OEM partnerships and affiliate programs. Served as liaison to corporate counsel.
- Developed ROI-effective B2B & B2B2C affiliate API / SDK partner economics; identified, evaluated, negotiated, executed, and optimized global brand partnerships. Successfully completed deals with Serato Inc Limited Partnership (Serato), Pioneer Corp (RekordBox), Digital 1 Audio Inc. (PCDJ), Atomix Productions (Virtual DJ), InQBarna Kenkyuu Jo (Splyce & DeeJ), S.L. Xylio Info SRL. (Future.dj Pro), and others.
- Beatport acquired Pulselocker in April 2018.

Legal & Business Affairs

INGrooves Music Group Feb 2010 - Jan 2011

- Drafted and reviewed licensing agreements and managed licenses with various record labels and music distribution companies.
- Liaised with client groups and external business development teams to achieve partner success.
- Successfully developed new client relationships and managed contract lifecycles.
- Also, drafted & executed NDAs, reviewed copyright disputes, handled ad hoc rights issues, and served takedown notices.

Licensing Manager

INGrooves Music Group Jul 2009 - Feb 2010

- Resolved publishing revenue inaccuracies with SoundExchange and other royalty entities.
- Reviewed inbound requests for new partnerships and sync relationships including the exploitation of content and identifying potential conflicts of interest.
- Maintained reporting systems and internal (INDMA) databases.

Artist Manager & Cofounder

Extended Play Artists Jan 2009 - Feb 2010

- Self pioneered artist / music management agency.
- Served as manager between internal artists and outside talent buyers. Responsible for contract negotiations.
- Advised, counseled, and directed artists in the development and advancement of their professional careers and procured performance engagements.

SMB Sales Lead

Apple Inc. Jun 2008 - Jul 2009

- Provided complete technology solutions for small and medium business customers.
- Consistently exceeded sales goals and was the top seller of the O2O training program during Q2 2009.

Technology Proficiency

Software: Adobe CS, FileMaker Pro, Keynote, MS Office, MS Access, MS Project, Tableau, Xero, and QuickBooks

SaaS & Cloud: JIRA, Confluence, AWS, CMS, Google Cloud, Google Analytics, Monday.com, Plaid, Stripe, Recurly, Chart Mogul, Bill.com, and various CRMs (Salesforce, Copper et al)

Contract Manager

[Alcoa Inc.](#) Jun 2007 - Apr 2008

- Team member in a contract management system conversion project for the Global Internal Audit Department.
- Prepared sensitive data for use in newly deployed software and intranet system.

Principal & Cofounder

[Inner Child Productions](#) Jan 2000 - Dec 2011

- Cofounded a bicoastal electronic music event production organization.
- Created and marketed events from conception to execution.
- Tasks included creating event proposals and marketing reports; conducting market research within the target demographic; and managing P.R., logistics and sponsorships.