

ROCCO LOSITO

171 Monitor Street | Brooklyn, NY 11222 | 347.237.7007 | roccolosito@gmail.com

WORK | Real Estate

Coda Real Estate | Managing Agent & Associate Broker | 2015-Present

- Spearhead all marketing for entire property inventory—both social (Facebook, Instagram, MailChimp, LinkedIn) and traditional web outlets (StreetEasy, Zillow, Naked Apartments, Craigslist).
- Oversee and train all new and existing salespersons.
- Manage property listings inventory—providing weekly listing updates and liaising with company clients and landlords to maintain relationships.
- Broker residential and commercial rentals and sales in the New York City area.
- Negotiate lease agreements on behalf of rental clients, property owners, and brokerage firm.

Linnaeus Group Corp. | Licensed Real Estate Agent | 2013-2015

- Broker apartment rentals in the New York City area.
- Negotiate lease agreements on behalf of rental clients, property owners, and brokerage firm.

WORK | Music

Sony/ATV Music Publishing | Manager, Global Administration | 2007-2013

- Assisted in developing, testing, and maintaining software systems to manage company copyright assets, now used by over 400 employees worldwide.
- Participated in the development of an internal and external asset ownership reporting tool, cutting department reporting time by 98%.
- Trained a 40+ employee department in using 10 data management systems.
- Managed high volume, short deadline special research projects for high-profile legal proceedings and various third-party clients, including external auditors, media outlets, and licensing partners.
- Audited company royalty statements to rectify discrepant accounts and ensure payment accuracy.
- Worked with corporate legal team to review and revise client agreements.
- Streamlined inter-departmental communications by instituting a comprehensive system to track changes made to songwriter agreements.
- Distributed notifications of songwriter agreements to over 30 global affiliates, domestic rights societies, and record labels.
- Communicated directly with songwriters to advise about royalty statements and maintain company client relations.
- Oversaw and provided training for a team of departmental coordinators, temporary staff, and interns.

INTERNSHIPS

College Music Journal | Marketing Intern | 2007

- Coordinated advertising plans and negotiated radio airplay with station programmers.
- Maintained press inventory and press kits for distribution to media outlets.

Sony BMG/Red Distribution | Radio Promotion Intern | 2006

- Coordinated radio advertising with over 50 U.S. stations.
- Pitched content features to radio station websites.

+1 Management & Public Relations | PR Intern | 2006

- Maintained company contact databases.
- Created visual assets for client promotional materials.

EDUCATION

Columbia University | Coding Certificate, Full Stack Web Development | 2020

- Coursework: HTML, CSS, Javascript, JQuery, Node, GitHub, more

New York University | Bachelor of Music, Music Business | 2004-2007

- Coursework: Music Publishing, Audio for Video, Concert Management, Aural Composition, Foundations of Financial Markets, Calculus, Microeconomics, more

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EDUCATION (cont.) **Henderson State University** | Music Performance & Business Management | 2002-2004

- Coursework: Accounting, Economics, Music Theory, Melodic & Rhythmic Dictation, more

ORGANIZATIONS **Children International Charity Organization** | 2004-2007, 2014-Present

- Sponsor of charitable initiatives in developing countries.

Arkansas Young Artists Association | 2000-2002

- Visual artist nominated for state-wide competitions in Arkansas.

MUSIC **Guitarist & Composer** | 1998-Present

- Songwriting, live performance, film scoring, some recording, some production.
- Formal training in classical guitar and piano.
- Software experience: Logic, Pro Tools, Garage Band

AWARDS **Dean's List** | New York University | 2004-2005
Bronze Medalist, Oil Painting | Arkansas Young Artists Association Convention | 2002

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