



POSITION: Artist Manager
STATUS: Full-Time
LOCATION: Germany | Remote

Primo Artists is a top international classical music management agency with a selective roster of several of the world's finest artists including Itzhak Perlman, Joshua Bell, Nicola Benedetti and Cristian Măcelaru.

Based in New York, Primo Artists is the only agency in the arts field that offers artist management, public relations and social media management to artists and institutions around the world. Our General Management roster includes Itzhak Perlman, James Gaffigan, Gemma New, Christian Reif, Valerie Coleman and Joel Thompson plus Wynton Marsalis for symphonic composition. Our Public Relations roster includes Lincoln Center, London Philharmonic Orchestra, George Enescu International Festival and Competition, Detroit Symphony Orchestra, American Composers Orchestra and the Sphinx Organization.

We are seeking a European-based Artist Manager to join our artist management team. This newly created role, reporting to the President and Founder, will be the first position for the agency based outside the United States. The Artist Manager will play a key role in the growth and future planning of the agency.

We are looking for a German-speaking professional with established industry relationships, ideally based in Berlin or Munich.

The Artist Manager will be responsible for managing and developing the careers of international conductors, instrumentalists and composers on our roster, strategically guiding their artistic and commercial development in a competitive industry. Working closely with our U.S. team, the Artist Manager will lead season planning, drive revenue and communications, and create opportunities that align with our artists' strengths and goals.

KEY ACCOUNTABILITIES

- Provide strategic long-term career planning for artists in collaboration with U.S. team and, where applicable, peer agencies, record companies and other partners. Consult and advise on all business and artistic matters. The scope of work is global, including the North American market.
- Drive sales and revenue for the company. Keep track of fees and commissions, and report on financial projections.
- Book and manage engagements and tours, working through each event with presenters, from negotiating fees and contracts and discussing repertoire to liaising with marketing and publicity teams to maximize concert attendance and artist visibility.
- Lead and manage artist teams. Oversee and manage the artists' schedules and all engagements, working closely with servicing team members to ensure seamless support.
- Mentor and guide associate managers and other team members to develop their potential.



- Stay informed about the latest industry developments, trends and rising stars.
- Network within the industry, serving as an ambassador for the company.
- Travel internationally up to 30% for performances, business meetings and conferences. Flexibility to work evenings and weekends is required due to the nature of the role.

REQUIREMENTS

- German-speaking professional, ideally based in Berlin or Munich.
- 10+ years of experience in the field and minimum of 3 years of direct artist management.
- Degree-level education with extensive management experience working with conductors, instrumentalists and composers.
- Established network of relationships with orchestras, opera houses, festivals and presenters, enabling the securing of engagements and opportunities for artists while reinforcing the agency's reputation for lasting, strong industry connections.
- Artistic acumen and intelligence combined with leadership and exceptional communication and influencing skills.
- Highly driven, motivated and committed to delivering top-tier service.
- Organized, efficient and able to work effectively under pressure. The role requires resilience and the ability to thrive in demanding environments.
- Quick to build trust with artists, ensuring they receive full support despite busy schedules.
- Proficient in evaluating options, making tough decisions and following through with clear justifications.
- In-depth understanding of the commercial, financial and legal aspects of the industry.
- Capable of working within a small, dynamic team, building connections and contributing to a supportive company culture.
- Skilled at setting ambitious goals for both self and others, consistently seeking ways to add value.

We offer a competitive salary and benefits package.

Resumes and cover letters will be accepted until the position is filled. Submissions should be made via email to Charlotte Lee, President & Founder, at charlotte@primoartists.com.