Dennis Kurtz Bio and Resume

Dennis Kurtz has focused on Artist Development throughout his career, first as a manager, then as an agent, and more recently running boutique music companies that specialized in artist development, coordinating all aspects of running label/publishing companies.

Day to Day responsibilities include songwriter development, master recording/demos, touring (planning/booking/execution), sponsor business relationships, radio relationships & promotion, videos (creation/execution/promotion), internet/socials (develop campaigns, strategies, execution) physical/digital distribution, merchandise development and e-commerce, network development and much more.

Dennis Kurtz has been in the music industry since the age of 12 when he started taking drum lessons and then pursued jazz performance major in college and attending Art Institute of Atlanta in their music busines program.

DK has worked as an agent for 3 different agencies that represented: George Clinton and P-Funk, Billy Ray Cyrus, cake, fastball. Lorrie Morgan, Roseanne Barr, Bill Engvall, Mark Wills, Andy Sommers, Rickie Lee Jones, Bill Anderson, Casey Donahew, and many more.

As a manager he worked with Colonel Bruce Hampton and The Aquarium Rescue Unit, Francine Reed, Trinket, Cool Joe and The Funky Soul Symbols, Chucklehead, Fickle, Olivia Lane, Matt Stillwell, Forty-five South featuring Ash Bowers, Jason Sturgeon, and many more.  For many of these artists he also ran an independent label, publishing company and everything else in between including tour management, booking, radio promotion, sponsorship procurement and execution.

He also handled major sponsorship programs for major tours including Janet Jackson, NSYNC, backstreetboy, Ozz fest 2000 featuring Pantera, Incubus, Ozzie Osbourne, George Strait Country music festival featuring (Tim McGraw, Dixie Chicks, Kenny Chesney, Mark Wills, Asleep at the Wheel, Jodie Messina and George Strait), and Travis Tritt.

Needless to say, he has been busy and has learned a lot on the way and continues to learn because the Music Industry also morphs, develops, and changes every day

# Resume:

# Skills/Abilities

**Highly skilled and experienced Music Entertainment Executive, Talent Agent** and **Artist Development Manager; Active listener** withexceptional **communication** **skills**; Strong knowledge of **contemporary music** and **country culture**; Deep **understanding of** and **connections in** the **music industry**; **Forward thinking problem solver** with **proactive** **mindset;** Proven track-record of **teamwork** and **relationship-building**.

# Experience:

**Agent – *The* *Kinkead Entertainment Agency,* Nashville, TN (Jan 2018 – Dec 2020)**

* Agent responsible for booking the northwest and northeast roster.
* Act as liaison between clients and employers including contract negotiations on behalf of clients.
* Assist clients in building a successful career in the entertainment industry.
* Represent Bill Engvall, Billy Ray Cyrus, Lorrie Morgan, The Nelsons and more.
* Use industry knowledge and network of contacts to promote client roster.
* Foster and develop meaningful and lasting business relationships with clients and buyers.

**Vice President – *Big Spark Music Group/Liv Write Play Publishing*, Nashville, TN (2013 – 2017)**

* Oversaw all operations of a boutique record label and publishing company.
* Networked, developed and fostered business to business entertainment industry relationships.
* Directed artist development, sponsorship, distribution, production, touring and publishing.
* Built company around songwriters Greg Bates, Aaron Scherz, Skip Black, Leland Grant and Olivia Lane.
* Developed Olivia Lane’s career from the ground up through solid guidance and management.
* Promoted and marketed business on radio, social media and other platforms.
* Protected and guarded clients’ legal rights, reputations and interests.

**Vice President, Operations, Consultant– *Showgun Entertainment/DK Production*, Nashville, TN (1994– 2012)**

* Sponsorship Touring clients included: Janet Jackson, George Strait, Travis Tritt, NSYNC, Backstreet Boys
* Served as Operations Manager and Label Development Consultant for aspiring labels and artists.
* Oversaw all facets of business development including recording, distribution, retail distribution, digital production and distribution, video and radio promotions and publicity.
* Specialized in business-to-business relationships, touring opportunities, booking and concert promotion.
* Developed investment for and sponsorship of independent labels and recording artists.
* Established relationships with Boot Barn, Skyjacker, Monster Truck Tour and more.
* Clients included Jason Sturgeon, Matt Stillwell, Ash Bowers, Darren Kazelsky, Gina Darby, Francine Reid, Col Brice Hampton and the Rescue Unit, Cool Joe, Trinket, Chucklehead, and more.
* Consulting clients included Music Planet, Clear Channel Entertainment, SFX, Rivers Productions, So So Def Records, Berman Concerts, Clear Channel Live and many more.

# Education and Training

**AA, Commercial Music Business**– *Art Institute of Atlanta*, Atlanta, GA

**Cultural Studies** – *University of Louisville*, Louisville, KY

**Music Performance (Jazz)** – Bellarmine College, Louisville, KY

**Music Performance Major (Jazz/Percussion)** – *Morehead State University*, Morehead, KY

Resume: