



# SALEM STATE UNIVERSITY CAREER SERVICES

# MUSIC

## MAJOR CAREER GUIDE

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## **ACADEMIC INFORMATION**

Follow this link to the Salem State University Music & Dance home page. Here you will find program information, degree options, course listings, resources, lesson information, events information and much more:

<https://www.salemstate.edu/academics/college-arts-and-sciences/music-and-dance>

## **WHAT CAN I DO WITH MY MAJOR?**

Are you a Music major or are you considering music as a major? Follow the links below to the “What Can I Do With My Major?” resources on the Salem State University Career Services web site:

<https://elearning.salemstate.edu/courses/939337/pages/what-can-you-do-with-your-major>

## **PROFESSIONAL ASSOCIATIONS**

As in any profession, staying connected to professionals in your field is vital. Below are links to professional associations for theatre arts professionals. Stay up to date with industry trends, connect with fellow theatre arts professionals and utilize resources for job searching:

[American Federation of Musicians](#)

[Music & Entertainment Industry Educators](#)

[Association](#)

[The Society for Ethnomusicology](#)

[League of American Orchestras](#)

[The Recording Academy- Grammy](#)

[The Society of Professional Audio Recording](#)

[Services](#)

## **INFORMATIONAL INTERVIEWING**

Informational interviewing is a method of gathering information about career options, industries and employers. It is an opportunity to learn about a particular job from someone already in the field. It is *not* a job interview, but it can help you learn about job opportunities and build your network for when the job search comes. This is an ideal chance to help you gain a more thorough understanding of a particular industry or job. It's also a great way to determine “is this what I want to do?” and to learn about different paths others have taken to get where they are.

## **JOB SHADOWING**

An additional option you may want to consider to obtain information about your industry of choice is job shadowing. Job shadowing is an opportunity to step into the life of a professional in your field while they are working. Typically, job shadow experiences last from one day to one week. Much like an informational interview, this is your opportunity to see firsthand what a “day in the life” of a professional is like.

## **VOLUNTEERING**

Volunteering is another great way to learn about what to expect when working in your industry. Similar to a job shadow, you will be able to see a “day in the life” of a professional while also contributing some of your own skills or services. Volunteering can give you a chance to gain new expertise and help you narrow down your specific interests in the field. Follow the links below to help you identify current volunteer opportunities:

<http://volunteer.nsuw.org/>

**SAMPLE RESUME (NON-PERFORMANCE)**

**Viola Harmonic**

50 GeeClef Street, Salem, MA 01970 | 978-542-7658 | violaharmonic@gmail.com

**Professional Portfolio:** [www.violaharmonic.musician.wix.com](http://www.violaharmonic.musician.wix.com)

**EDUCATION**

Salem State University, Salem, MA

**Bachelor of Arts, Music**

May 20XX

**Certificate in Music in Early Childhood Education**

*Relevant Coursework:*

- Music Theory
- Music Literature After World War I
- Entrepreneurship for Non-Business Majors
- Oral Communication in Multimedia Environments
- Marketing Management & Strategy

**RELEVANT EXPERIENCE**

Ssockapella, Salem State University- Salem, MA

**Vice President, Member**

20XX – Present

- Organize scheduling for the group's rehearsals and performances at on-campus venues
- Perform during performances depending on the needs of the number
- Choreograph dances to accompany musical numbers and assign roles to fellow members
- Maintain positive relationships with the local community by conducting outreach efforts
- Create and maintain a mentoring program for middle school youth interested in acapella by fundraising money for costumes, networking with potential donors, and organizing events for youth

Young World Academy Preschool, Salem, MA

**Volunteer Music Instructor**

20XX – 20XX

- Encouraged development of motor skills through movement and dance
- Taught children hand movements and lyrics to popular children's songs
- Assisted with a year-end musical show for parents by practicing and modeling skills with children
- Organized fundraiser to raise proceeds for music education in the preschool and advocated for funding for instruments and full-time instructor

**ADDITIONAL EXPERIENCE**

CVS, Salem, MA

**Cashier**

20XX – 20XX

- Operated a cash register and handled \$200 in cash per shift
- Resolved customer concerns about merchandise and de-escalated disgruntled customers

Sugar Cow Dairy, Peabody, MA

20XX-20XX

**Lead Team Member**

- Provided training for new team members and conducted periodic evaluation of progress
- Created new flavors and selected one monthly to highlight as dictated by increased sales and popularity
- Provide excellent customer service by recommending promotional items and engaging in conversation

**SKILLS & INVOLVEMENT**

**Computers:** Excel, Power Point, Word, iMovie, GarageBand, Adobe Creative Cloud, Instagram, Twitter

**Languages:** Italian, Spanish

**Involvement:** Artsview Newsletter (Assistant Editor), Ssockapella (Vice President, member)

**SAMPLE RESUME (VOCALS)**

**Viola Harmonic, Soprano**

50 GeeClef Street, Salem, MA 01970 | 978-542-7658 | violaharmonic@gmail.com

*Hair: Brown // Eyes: Hazel // Height: 5' 7" // Weight: 135*

**Professional Portfolio: [www.violaharmonic.musician.wix.com](http://www.violaharmonic.musician.wix.com)**

**PERFORMANCE EXPERIENCE**

***Contracted Opera***

Papagena	The Magic Flute	Central City Opera Apprenticeship Program	20XX
Polly	The Threepenny	Opera Central City Opera Apprenticeship Program	20XX

***Opera***

Pamina	The Magic Flute	Salem State University	20XX
Adele	Die Fledermaus	Salem State University	20XX
Jenny	Down in The Valley	The Boston Conservatory	20XX
Celie	Signor Deluso	The Boston Conservatory	20XX
Witch	Hansel and Gretel	Salem State University	20XX

***Partial Opera***

Polly	The Threepenny Opera	Salem State University	20XX
Donna Elvira	Don Giovanni	Salem State University	20XX
Celie	Signor Deluso	Salem State University	20XX
Adele	Die Fledermaus	The Boston Conservatory	20XX
Belinda	Dido and Aeneas	Salem State University	20XX

***Musical Theatre***

Annie	Annie Get Your Gun	Salem State University	20XX
Bloody Mary	South Pacific	Salem State University	20XX
Sandy	Grease	Salem State University	20XX

**EDUCATION**

Salem State University	Salem, MA
<b>Bachelor of Arts in Music</b>	20XX
<b>Certificate in Music in Early Childhood Education</b>	

***Principal Teachers Coaches Master Classes***

Martin Simms	Kathleen Bolger	Jeffery Winn
Tina Wagner	Carol Burke	Janet Hyland

**AWARDS/HONORS**

Presidential Arts Scholarship- Salem State University	20XX-20XX
Student Artistic Development Grant Recipient- Salem State University	20XX-20XX
Art + Design Student Exhibition Award- Salem State University	20XX
Recognized "Most Gifted Beginner"- Applied Instrumental Music (Cello) - Salem State University	20XX

**SAMPLE RESUME (REP LIST)**

**Viola Harmonic, Cellist**

50 GeeClef Street, Salem, MA 01970 | 978-542-7658 | violaharmonic@gmail.com

***Professional Portfolio: [www.violaharmonic.musician.wix.com](http://www.violaharmonic.musician.wix.com)***

**Solo Repertoire**

Bach, J.S.	Sonatas (complete)
Beethoven	Sonatas (complete)
Brahms	Sonatas: op.38, e; op.78; op.99, F
Bruch	Kol Nidrei, op.47
Chopin	Sonata, op. 65, g
Debussy	Sonata
Elgar	Concerto, op.85
Haydn	Concerti: C; D
Lalo	Concerto, d
Penderecki	Per Slava
Rachmaninoff	Sonata, op. 19, g
Schumann	Adagio and Allegro, op.70
	Concerto, op.129, a
Vivaldi	Sonatas (6)

**Chamber Music Repertoire**

Bartok	String Quartet No.1, op. 7
Brahms	Piano Quartet: op.25, g op.60, c
	Piano Trios op.8, B op.114, a
Milhaud	String Trio
Mozart	Piano Trio, K. 564, G Piano Quartet, K. 478, g
Schubert	String Quartet, D. 804, a String Quintet, D. 956, C
Webern	Langsammer Satz
Wolpe	Two Instrumental Units (1962)

**SAMPLE RESUME (INSTRUMENTAL)**

**Viola Harmonic**

***Cellist, Electric & Upright Bass, Guitar***

50 GeeClef Street, Salem, MA 01970 | 978-542-7658 | violaharmonic@gmail.com

***Professional Portfolio: [www.violaharmonic.musician.wix.com](http://www.violaharmonic.musician.wix.com)***

**EDUCATION**

**Salem State University, Salem, MA**

May 20XX

*Bachelor of Arts in Music*

*Certificate in Music in Early Childhood Education*

**Relevant Coursework:**

- Conducting, Composition and Theory

**Private Instruction**

- Kev Deck (Berklee College of Music)- Electric Bass (20XX-20XX)
- Rich Brown (Salem State University)- Electric and Upright Bass (20XX-20XX)

Attended Master Classes and Private Instruction

- Ralph Smith (20XX)
- Chris Brick (20XX)

**PERFORMANCE — ALTERNATIVE/ROCK**

**Cricket Anthem**

20XX – 20XX

*Songwriter, Voice, Guitar, Bass*

- Released 5-song EP *Touché* on BandCamp in 20XX
  - Recorded analog format at City Studios in Boston, MA
  - Performed vocals, guitars, bass, organ, auxiliary percussion, and trumpet
  - Mixed by Zee Mews (Enter Fighting, The Smith Brothers, Justin Nape)
  - Mastered by FJ Winn (Jake the Bear, The Sins)
- Opened for Company of Others, Justin Nape

**Naja Music**

June 20XX - October 20XX

*Bass, Guitar, Vocalist, Tour Manager, Merchandise Coordinator*

- Provided performance and management support for Justin Nape (200,000+ YouTube subscribers)
- Performed on Conan, Sundance, Bonnaroo Music and Arts Festival, and Forcastle Festival
- Toured regionally and nationally for up to two months at a time
- Kept detailed records of merchandise sales, nightly venue settlements, and travel expenses

**Magnetic**

October 20XX - April 20XX

*Tour Management, Guitar Tech, Merchandise Coordinator*

- Toured across the United States on the Calls and Snow Tour
- Sold and inventoried merchandise nightly
- Facilitated mid-song string changes, live audio technical support

**PERFORMANCE — JAZZ**

**Salem State University Big Band**

*Upright & Electric Bass: 20XX – 20XX*

**Salem State University Small Jazz Combo**

*Electric Bass: 20XX – 20XX*

**Salem State University Chorus**

*Tenor: 20XX – 20XX*

SAMPLE COVER LETTER

**Viola Harmonic**

50 GeeClef Street, Salem, MA 01970 | 978-542-7658 | violaharmonic@gmail.com

***Professional Portfolio: [www.violaharmonic.musician.wix.com](http://www.violaharmonic.musician.wix.com)***

December 4, 20XX

Billy Morehouse  
Bristol Recording & Voice Studios  
169 Massachusetts Avenue  
Boston, MA 02115

Dear Mr. Morehouse:

I am contacting you to apply for the Studio Technician position referred to me by Professor Quarternote. As my resume indicates, I am pursuing my Bachelor of Arts in Music and expect to graduate in May 20XX. Given your emphasis in the position description on the importance of finding a candidate who is both passionate about the arts and highly organized in their work habits, I think that you will find that I am an excellent candidate.

Your posting specifically mentioned that the position requires an in-depth understanding of the music industry and music performance. I have performed in a variety of environments and my expertise is not limited to vocal or instrumental methods. I am familiar with musical theater and opera as well as cello, electric and upright bass, and guitar. I would be well- equipped to work with any of your clients, but my experience with alternative rock would undoubtedly serve your demographic well. In addition to my musical background, my tenure as Vice President of Ssockapella required me to utilize proactive and efficient communication and organization skills. These were further developed during my time as Assistant Editor for the Artsview newsletter at Salem State University's Center for Creative and Performing Arts. The overarching quality of my work in each of these disciplines is evidenced in my portfolio, which can be reviewed at the link above.

Bristol Recording & Voice Studios has worked with New Kids on the Block, The Drop Kick Murphys, and Yo Yo Ma. The superior quality of their work combined with your advanced mixing techniques have inspired me to pursue this position. As Bristol Recording & Voice Studios continues to expand, I am certain that my experience and skills can be of direct benefit. I can be relied upon to enhance the artistic vision of clients while also contributing positively to the studio. Thank you for your consideration. I look forward to speaking with you.

Sincerely,

Viola Harmonic



## **ADDITIONAL RESOURCES**

### Articles & Blogs

- <http://www.songwriteruniverse.com/careersinpublishing.htm>
- <http://robinfrederick.com/>
- <http://mysongcoach.com/>

### Press Kits, E-Press Kit Services & Music Promotion:

- <http://www.musicbizacademy.com/knab/articles/presskits.htm>
- <https://www.sonicbids.com/>
- <http://www.broadjam.com/>
- <https://www.artful.ly/welcome>
- <https://www.fracturedatlas.org/>

### Music Career Salary Information:

- <https://www.berklee.edu/sites/default/files/Music%20Careers%20in%20Dollars%20and%20Cents%202016%20NEWEST.pdf>

### Advice about Writing a Bio

- <https://www.berklee.edu/career-center/promote-your-services>
- <https://www.ascap.com/help/career-development/how-to-write-an-artist-bio-that-wont-get-ignored>
- <http://www.musicbizacademy.com/knab/articles/artistbio.htm>

### Advice about Recording a Demo

- <https://www.thebalance.com/record-a-music-demo-2460396>

### Advice about Headshots

- <http://www.backstage.com/advice-for-actors/headshots/5-questions-ask-headshot-photographer/>

### Advocacy

- <https://futureofmusic.org/mission>
- <https://www.danceusa.org/about>
- <https://vlany.org/>
- <https://artsandbusinesscouncil.org/>

### Auditioning Advice:

- <http://blog.stageagent.com/how-to-prepare-for-an-audition/>

### Q & A Message Board for Songwriters:

- <https://www.musesongwriters.com/forums>

## **SAMPLE COMPANIES**

AIRCRAFT PRODUCTION MUSIC  
BERKLEE COLLEGE OF MUSIC  
BOSTON NIGHTCLUB NEWS  
BOSTON OPERA HOUSE  
BOSTON SYMPHONY ORCHESTRA  
CABERET LOUNGE  
CBS RADIO  
LYNNARTS, INC.  
MARBLEHEAD LITTLE THEATRE  
MAXIMUM SOUND STUDIO  
NATIONAL ENDOWMENT FOR THE ARTS

NBC UNIVERSAL  
NORTH SHORE PLAYERS  
NORWEGIAN CRUISE LINES  
SALEM ARTS ASSOCIATION  
SALEM JAZZ & SOUL FESTIVAL  
SALEM PUBLIC SCHOOLS  
SALEM STATE UNIVERSITY CENTER FOR CREATIVE  
AND PERFORMING ARTS  
THE AMESBURY PLAYHOUSE  
THE HARRIS CONSERVATORY OF MUSIC  
UNIVERSAL MUSIC GROUP