



Degy Booking International, Inc.  
9826 Montpellier Dr.  
Delray Beach, FL 33446  
(732) 818-9600

**Organization:** Degy Booking International, Inc.

**Address:** 9826 Montpellier Drive

**City:** Delray Beach

**State:** FL

**Zip:** 33446 **Website:**

[www.degy.com](http://www.degy.com)

**Contact/Supervisor Name:** Ari Nisman

**Secondary Contact:** Evan Schaefer

**Phone:** 732-818-9600 / Fax: 732-818-9611

**E-mail:** [careers@degy.com](mailto:careers@degy.com)

**Position Title: BOOKING AGENT/TALENT BUYER**

**Organization Description:**

Degy Booking International, Inc, an international booking agency responsible for nearly 3000 events a year, and Degy World, LLC., a virtual events platform company are commonly and collectively referred to as Degy Entertainment. The agency operational focuses primarily in non-traditional markets including colleges, military bases, festivals, PACs, sports teams, corporations, malls, and more. In addition to exclusively representing over 100+ entertainment acts & dance events, the agency is one of the largest talent-buying companies in the world for national music artists, comedians, speakers and celebrities. Degy World is an immersive, virtual avatar platform company comprised of over fifty spaces including music stages, expo halls, auditoriums, meeting spaces, and more to offer virtual solutions to clients.

**Position Description:**

The BOOKING AGENT or TALENT BUYER position will directly report to an experienced, senior booking agent in the Degy office. Agent will preferably come in with a book of their own clients (either artists or talent buying accounts) and then be assigned additional clients while at the company. Degy's agents vary in their roles. Some are traditional BOOKING AGENTS which handle the direct bookings and calendars of roster clients. Others are TALENT BUYERS who serve in one (or more) of the company's non-traditional venue streams acting as a talent buyer for buying clients.

**Duties include (but are not limited to):**

- Handling heavy telephone calls (inbound and outbound), emails, and other forms of communication to potential buyers, current clients, agencies, managers, and the like;
- Preparing offer sheets, proposals, research, and more;
- Participating and overseeing lead generation initiatives;
- Developing calendars of dates, booking dates, organization tours and contracting shows for clients;
- Creating outgoing requisitions and RFPs along with pitching clients;
- Inputting data consistently into the database system and researching new data and leads for the agent (this may involve extensive online work and research);
- Traveling to events, conferences/conventions, or meetings;
- General office related duties.

**Qualifications:**

Candidates should be aggressive, confident, sales-oriented individual with good communication skills. Must have good phone skills, strong organizational skills, and a willingness to participate right from the start. Should be comfortable with the internet, social media, and other online platforms. Must know how to navigate work, excel, powerpoint, outlook, and other similar Microsoft Office 365 suite programs. Individuals should be able to work in a business environment, but with a comfortable, laid back demeanor. Hours will be long and demanding as agents at Degy are dedicated to the business needs of the agency and its clients. Travel will be required to support events and develop relationships at both meetings and conventions.

**Wage/Salary:**

Commensurate with experience and existing book of clients brought to company. All agents/talent buyers transition to full-time commission-based work directly from bookings.

- Two (2) full-calendar years with company to qualify into the company's pension program.
- Vacation time.
- Expenses covered (office, cell phone service, computer, travel).
- Cell phone covered through company phone plan.
- Home working environment.
- Flexible hours.

**Start Date:**

TBD – rolling hire dates

**Work Location:**

This is a mobile/work-from-home position. All Degy employees (including agents and support teams) work independently and remotely from their home market. However, they are prepared to travel at any time.

**Want to Apply?**

Please send your resume to [careers@degy.com](mailto:careers@degy.com) and please reference **BOOKING AGENT/TALENT BUYER** in the subject line.