The Arts, Sports and Entertainment industries include film, television, music, performing arts, sports, and other forms of entertainment. Careers in these industries include a wide range of establishments that operate facilities or provide services to meet varied cultural and recreational interests of their patrons. The entertainment industry consists of film, print, radio, and television, and it offers a vast array of careers. The sports industry includes opportunities with sports teams, sports marketing and sponsorship, sports media, sports facilities and even higher education institutions. The Arts industry includes careers in performing arts, visual arts & photography, museums, and fashion.

RESOURCES AT BOSTON COLLEGE

- Sports Business Society
- BC Television
- Communications Department
- BC Arts Council
- BC Hollywood Eagles
- Sports Marketing at BC

SKILLS REQUIRED

- Strong organizational skills
- Tenacity, grit & resilience
- Interpersonal communication skills
- Networking skills; ability to build and maintain strong relationships
- Creativity
- Passion & commitment

PROFESSIONAL ASSOCIATIONS & JOB SEARCH SITES

- Art Search: artsearch.us
- New York Foundation for the Arts: nyfa.org
- American Institute of Graphic Arts: aiga.org
- American Federation of Musicians: afm.org
- StageSource: stagesource.org
- North American Society for Sports Management: nassm.com
- Sports Lawyers Association: sportslaw.org
- National Athletic Trainer Association: nata.org
- American Music Therapy Association: musictherapy.org
- The Society of Illustrators: societyillustrators.org
- American Art Therapy Association: arttherapy.org
- American Physical Therapy Association: apta.org
- National Association of Broadcasters: nab.org
- Broadcast Education Association: beaweb.org/wp/

JOB SEARCH & INTERVIEW PROCESS

Networking is critical to success within the Arts, Sports, and Entertainment industries. While these industries may have job and internship openings posted in EagleLink and on their company websites, students will have the most success with their application if they also make connections inside organizations of interest. For example, students may use the LinkedIn “Find Alumni” feature to set up career conversations with alumni who work at organizations of interest.

Within Arts & Entertainment, entry-level roles are often administrative in nature, with the ability to move up into more advanced roles over time. Within Sports, entry-level roles are generally in the sales department, with the ability to move into other roles over time.

Attending art shows, exhibitions, theatre performances, shows and other events is one of the best ways to network and make connections inside an organization.
MAJOR EMPLOYERS OF BC STUDENTS IN ARTS, SPORTS, AND ENTERTAINMENT

- NBCUniversal
- HBO
- Disney
- Fox Film, TV & Sports
- DreamWorks Animation
- Lionsgate
- Museum of Science
- New England Aquarium
- Boston Ballet
- ESPN
- Boston Red Sox
- Nike
- Boston Bruins
- NFL
- Boston Celtics
- New Balance

JOB DESCRIPTIONS WITHIN ARTS, SPORTS, AND ENTERTAINMENT

**Administrative Assistant** – Performs administrative and office support activities for multiple supervisors. Duties may include fielding telephone calls, receiving and directing visitors, word processing, creating spreadsheets and presentations, and filing. Software skills, Internet research abilities and strong communication skills are required.

**Inside Sales Representative** – Inside sales representatives help companies increase revenue by working with customers to identify their needs, create solutions and ensure a smooth sales process. Sales representatives might work to find new sales leads through business directories, client referrals, etc. Inside sales representatives are friendly, well-spoken and often competitive.

**Account Manager** – An account manager is a sales professional who performs a variety of duties aimed at managing client relationships, as well as developing new business from existing clients. In most environments, a business development executive seeks out new clients. Once the client has come aboard, the account manager takes over.

**Agent in Training** – Agents represent actors, authors, scriptwriters, directors, producers, musicians, singers, models and other professionals in the entertainment industry. Serving as a liaison between talented individuals and casting directors, film studios, production companies, ad agencies and photographers, agents help their clients to build a successful career in the entertainment industry. They also negotiate financial deals and contract terms on behalf of their clients.

**Development Associate** – Development Associates in museums help the museum develop and manage new and existing sources of funding in order to support the efforts of the museum.

Please Note: This handout is intended to be a sampling of resources. For additional information, please schedule an appointment through EagleLink.