



Talent Buyer

Aggie Theatre

204 S. College Ave, Fort Collins, CO 80524

Employment Type: Full-Time, Exempt

Reports To: Senior Talent Buyer

The Talent Buyer programs and books the Aggie Theatre, leveraging strong industry relationships, market analysis, and disciplined budgeting to deliver high-quality acts. This Fort Collins-based role partners closely with marketing, ticketing, production, and accounting to ensure each event's financial and creative success while upholding Z2 Entertainment's reputation as a top national promoter. The ideal candidate brings high energy, initiative, and resourcefulness, along with a strong commitment to Z2 Entertainment's mission. This full-time, salaried role is based in Fort Collins, Colorado.

Responsibilities:

- Establish, build and maintain relationships with agents, managers, and artists.
- Research, evaluate, and book talent appropriate for the venue.
- Negotiate artist fees, riders, and deal structures; manage and track contracts.
- Manage entertainment budgets, forecasting, and show profitability.
- Collaborate with marketing and ticketing teams to develop effective promotional strategies.
- Partner with production to ensure smooth on-site execution.
- Oversee show settlements with accounting and venue teams.
- Maintain accurate documentation across calendars and booking systems (e.g., Prism).
- Identify emerging talent and recommend opportunities to strengthen Z2 Entertainment's roster.
- Represent Z2 at industry events, conferences, and showcases, as needed.
- Handle confidential information with care and privacy
- Ensure an exceptional experience for both artists and fans.

Qualifications:

- 3+ years in talent buying, booking, or a related live-music role.
- Established relationships with agents, managers, and artists.
- Proven negotiation and communication skills.
- Proficiency with Google Workspace and booking tools (e.g., Prism).
- Strong grasp of current music trends and regional/national markets; deep knowledge of the Fort Collins scene.
- Ability to work flexible hours, including nights, weekends, and travel as needed.
- Highly organized, detail-driven, and proactive; able to manage projects end-to-end in a fast-paced environment.



Physical Requirements:

- No specific physical requirements.

Compensation & Benefits:

- **Annual Salary:** \$60,000
- **Benefits:** Annual performance reviews; optional Medical, Dental, Vision, and 401(k); paid holidays, PTO, and sick time; complimentary tickets to Z2 events.

Growth:

Z2 roles are designed with clear advancement opportunities as employees gain experience and demonstrate impact.

How to Apply:

Email your resume and cover letter to joe@z2ent.com with the subject line: **Talent Buyer — Aggie Theatre — Application.**