



BRIAN FIELDING

Partner
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Brian Fielding has over 30 years experience as an attorney, business executive, and consultant in digital media, broadcasting, technology and software licensing. He was on the senior leadership team for 16 years at Audible.com, during its initial start-up and rapid growth phases and for five years after it was acquired by Amazon.com. Prior to Audible, Brian lived the dream by working in the Sports Division of CBS Television Network, for 9 years as Director of Programming and VP Business Affairs.

As Senior Counsel with Outside GC, Brian provides digital media companies with business-strategy focused guidance and together with general legal services with a focus on transactional work. Brian's clients include [DeCoded](#) and [Earth Media Partners](#).

Brian joined Audible in 1997 as the lead content and business development deal-maker and was Audible's EVP for Corporate Development from 2005-2012. He played a key role in setting Audible's strategic and operational direction, including managing the relationship with Audible's mission critical 3rd party distribution partner, Apple/iTunes. He managed Audible's international development and expansion in the UK, Germany, France and Japan and oversaw content acquisition negotiations with the major publishers in the US and Europe.

EDUCATION

New York Law School, J.D.
University of Michigan, B.A.

SECTORS AND SERVICES

[Business Startups & Corporate Governance](#)
[Technology Transactions](#)
[Media, Entertainment & Sports](#)
[Software, SaaS & Hardware](#)

CREDENTIALS

Bar Admissions

New York

From 1997–2005, he served as Audible’s EVP, Content & Business & Legal Affairs, and in-house counsel, responsible for managing content acquisition, content partner relationships, co-marketing and technology deals. Brian structured and negotiated strategic business development deals, including marketing and technology partnerships, and the first digital-only publishing imprint, Random House Audible. He developed the digital publishing concept of "direct-to-digital"(D2D), now a paradigm for co-publishing and catalog deals between publishers and digital distributors. Brian managed Audible Original Production Studios. Brian’s deals included ground-breaking internet production/distribution deals with Robin Williams (in 1999) and Ricky Gervais (in 2005). He worked on Audible’s initial co-marketing deal with Amazon in 2000, and negotiated seminal deals with Microsoft and Apple, the latter of which covered the integration of Audible’s firmware into the iPod and made Audible the exclusive global supplier of audiobooks to iTunes.

Before Audible, Brian was VP, Business Affairs and Director of Programming at CBS Sports where he was responsible for sports rights and talent negotiations. He was responsible for all transactional negotiations with the IOC, the USOC and the respective local organizing committees for the 1992, 1994 and 1998 Winter Olympics.

Prior to joining CBS, Brian was the associate attorney in the NYC boutique entertainment and sports focused law firm Ryan & Fogerty where he worked on a wide variety of transactions, with a specialty in television broadcast rights (e.g. Augusta National Golf Club & The Masters golf tournament), home video rights, music, trademark licensing and broadcaster’s personal service agreements.

Brian graduated from the University of Michigan (Philosophy & Music) and received his JD from New York Law School. He grew up in Grosse Pointe Park, Michigan. After graduating from U of M, he played music in Detroit before moving to New York City’s TriBeCa neighborhood where he lived for almost 20 years prior to moving to Montclair, NJ with his wife and two children. Brian is also a jazz pianist, composer and record producer, and recently narrated the audio edition of *In This I Will Find Beauty*, by Tomas Kingman Townsend, for Audible.