

JOHN WAGNER-STAFFORD

ROYALTY MANAGEMENT · RIGHTS REPORTING · SYSTEMS TRAINING



CORE STRENGTHS

- End-to-end royalty processing
- Distributor data standardization & reconciliation
- Calculation to contract terms
- Branded author & rights-holder statements
- Running royalties as a service, multi-client
- Systems training & user adoption
- Building & stabilizing royalty workflows

CONTACT

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I manage book royalties end to end—turning messy, multi-source distributor sales data into accurate, on-time author and rights-holder statements. I designed and ran a royalty-management platform for more than six years, handling our own catalogue plus up to five external publisher clients, so I know the work from the inside: the data, the reconciliation, the contract terms, the edge cases, and the deadlines.

I also train and support the people who use these systems, so the process keeps running reliably after I hand it over.

I'm looking for a role focused on royalty and rights operations—with a book publisher, literary agency, music label or distributor, a rights or collective-management organization, or a royalty-software vendor—managing royalties, stabilizing or running the systems that produce them, or training teams on them. Open to full-time, part-time, contract, or fractional engagements.

What I Do

Royalty & Rights Administration

Processing distributor and sales data into accurate royalty statements on a repeatable cycle: ingest, reconciliation, calculation to contract terms, and branded statement generation.

Multi-Source Data Standardization

Turning inconsistent distributor files—different formats, columns, and calculation standards—into one clean, consistent reporting standard.

Royalty Systems — Run, Stabilize, or Build

Stepping into an existing royalty process to document, stabilize, and improve it; or designing and running the workflow that produces statements. I use AI-assisted tools where they speed the build, but the value is understanding the royalty process, not the coding.

Systems Training & Adoption

Getting people to actually use the tools—documentation, training, and hands-on support. I've trained real estate professionals on Teranet GeoWarehouse and audio professionals on early digital audio systems.

WORKFLOW SCOPE

Ingest · Reconciliation ·
Contract-term calculation ·
Statement generation ·
Delivery

TOOLS & APPROACH

Data standardization ·
Reconciliation · AI-assisted
build · Reporting ·
Documentation

ALSO TRAINED OTHERS ON

Teranet GeoWarehouse ·
Early digital audio & console-
automation systems

LANGUAGES

English · French · Spanish

The Royalty Workflow

Every reporting period, end to end—the pipeline I design, run, and train others to operate: distributor files (6+ formats) → standardize & ingest → reconcile & calculate to contract terms → aggregate to one standard → generate branded statements → deliver to authors & rights-holders.

Case Study — Royalty Management Platform

Challenge. Book publishers must turn monthly distributor sales files into accurate author royalty statements—a manual, slow, error-prone task, repeated for every title and every author, every reporting period.

Approach. Distributor sales data arrived in six different formats, with figures scattered across columns and calculated to different standards. I designed the data structure, workflow logic, and reporting process from scratch: standardizing ingest regardless of source, aggregating to one consistent standard, and automatically generating branded, ready-to-send PDF author statements.

Result. We relied on the platform for more than six years—our own catalogue plus up to five external publisher clients—turning a labour-intensive monthly task into a submit-and-receive process that saved each publisher 60+ hours every reporting period.

Supporting Proof Points

Royalty Services for External Publishers

Provided royalty management as a service to up to five publisher clients on the platform—client-facing royalty operations, not just internal reporting.

Publishing Operations & Reporting — Ingenium Books

Nine years running the numbers behind the catalogue: project-level P&L across 57+ titles and 174 products, plus the operational data backbone for production planning and decisions.

Training & Adoption Across Domains

GeoWarehouse for realtors, digital audio systems for engineers—proof I can bring non-technical users up to speed on an unfamiliar system, whatever the domain.

Royalties reward precision, consistency, and trust: authors and rights-holders need to know the numbers are right and on time, every period. That's the standard I hold—whether I'm running the process myself or training someone else to.