

SUMMARY OF QUALIFICATIONS

- 10 years of experience in experiential, integrated, and viral marketing.
- 10 years of experience in music programming and talent bookings.
- Expert understanding of the digital space and social networking.
- Outstanding diplomacy, project management, and interpersonal skills that consistently produces positive results for companies.

PROFESSIONAL EXPERIENCE

INHABITAT

Writer and Consultant (Freelance)

Los Angeles, CA

2009 - Present

UNCENSORED INTERVIEW

Director of Talent and Marketing (Freelance)

Los Angeles, CA

2009- Present

ACTIVAIRE

Sales and Business Development Manager

New York, NY / Los Angeles, CA

2009 - Present

- Develop marketing campaigns and promotions for Activaire, a background music company providing customized playlists for retail and hospitality environments.
- Manage accounts and program background music based on audience demographic for clients including Urban Outfitters and Hilton Hotels.
- Liase with prospective clients to generate new business. Closed contracts with Mario Batali, H&M, and Helmut Lang. Total ROI exceeded \$50,000.

MTV

Multi-platform Marketing and Talent Coordinator

New York, NY

2007 - 2008

Music and Talent Consultant

2005 - 2007

- Managed multimedia content acquisition and music talent integration for networks reaching over 90 million viewers per year.
- Created integrated marketing campaigns to leverage sponsor and talent relationships with network partners. MTV's clients included Nike, Toyota, and Mountain Dew.
- Acted as the talent representative for artists such as Green Day, Red Hot Chili Peppers, T.I., Fall Out Boy, Beck, and 50 Cent.
- Supervised domestic and international productions and events with an annual budget of \$500,000.
- Directed web production and editorial teams on network blogs and web properties.
- Supported VP of Creative Integration on music supervision for shows including *Rob and Big* and *The Hills*.
- Organized virtual press conferences, brand development, and live events for "in-world" franchises.

GIANT STEP

Concert and Event Manager

New York, NY

2004 - 2005

- In less than 1 year, produced more than 60 promotional events, including project launch and brand awareness functions for companies including Levi's and LG, with a budget of \$200,000 per client.
- Created event specific advertising and promotional campaigns with over 50 national and regional media outlets.
- Increased brand membership by 10,000 by developing online and mobile kiosk sign-up system.
- Compiled event debrief reports and advised clients on how to utilize these findings in future marketing campaigns.
- Supervised staff of 15 to launch and execute marketing initiatives.

FLAVORPILL

Promotion and Production Manager

New York, NY

2003 - 2004

- Organized event convening 500 multimedia and entertainment organizations and drawing more than 6,000 visitors a day.
- Developed sponsorship proposals, marketing incentives, music talent involvement, and product promotion strategy for companies including Motorola and Mountain Dew.
- Solicited product placement for 10,000 gift bags from sponsors including Adidas, Altoids, and Pepsi.

MACY'S

Public Relations Coordinator

San Francisco, CA

2003

- Oversaw logistics for a theatrical fashion show in San Francisco and Los Angeles.
- Managed \$50,000 budget to secure all transportation and hospitality for over 275 people. Procured sponsorship donations from companies including American Airlines and Hyatt Hotels.
- Coordinated celebrity participation with agents, publicists, and managers. Celebrities included Liza Minnelli, Damon Dash, Eddie Murphy, and Kenneth Cole.

DIGITALCUSTOM GROUP

Associate Producer

San Francisco, CA

2000 - 2002

- Managed marketing and publicity for a transactional website where consumers purchased professional edits of digital photos.

EDUCATION

TRINITY COLLEGE

Bachelor of Arts in American Studies and Film Studies

Hartford, CT

May 2000