

Summary

International Sales, Acquisitions and Content Developing Executive successful at providing the vision, strategies and leadership required to develop business opportunities in the entertainment industry.

Skills

- Management
- Media and Entertainment
- Industry partnership development
- Planning and coordination
- New business development
- VOD
- Strategic business planning
- Executive leadership
- Pay TV
- Organization
- Latin America
- Customer service

Experience

Management Consultant, 11/2021 to Current

Bergankdv – Waterloo, IA

- Generate thorough and useful reports for use in business decision making.
- Meet with clients to discuss expectations to ascertain best ways to meet projected goals.
- Assist with the development of forward-thinking and effective operational policies to address changing needs.
- Review established procedures to assess areas in need of improvement.
- Involve in recruiting and hiring processes to bring on board team members with exceptional aptitude, skill levels and expertise.
- Optimize management roles, facilitated communication and adjusted culture to be more open and productive.
- Assess employees through on-site observation and interviews to determine strengths and weaknesses in work performance, methods and team functions.

CEO, 05/2020 to Current

United Way Of America – Mchenry, IL

- Built relationships with strategic partners leading to business development opportunities.
- Provide organizational leadership and collaborate with executive partners to establish long-term goals, strategies and company policies.
- Recruit and hire talented professionals with drive and dynamic skills to build success within organization.
- Expand new businesses by developing effective sales, advertising and marketing campaigns.
- Generate new business by reaching out to prospective clients by e-mail, telemarketing and presenting at tradeshow nationwide.

International Sales Executive, 09/2018 to Current

Ascend Learning – Jacksonville, FL

- Identify new potential customers and negotiate business conditions.
- Conduct international visits to research marketplace, meet partners and observe operations, identifying areas for improvement and recommending growth strategies.
- Create presentation materials for sales, customer relations, and management purposes.
- Penetrate new markets by investigating competitor products, services and trends.
- Promote product and service benefits through facility tours and engaging presentations.

Transnational Assistant to the CEO, 10/2019 to 01/2022

Henry Schein – Jamison, Pa

- Detail and arrange logistics for conferences and seminars, including travel arrangements and venue reservations.
- Assist the CEO in the development of the production, post production and distribution of content
- Coordinate customer-facing webinars, including developing relationships with vendors, tracking customer attendance and post-webinar follow-up.

International Sales Manager , 09/2013 to 08/2018

Larimar Therapeutics – Bala Cynwyd, PA

- Earn reputation for good attendance and hard work.
- Provide excellent service and attention to customers when face-to-face or through phone conversations.
- Work closely with team members to deliver project requirements, develop solutions and meet deadlines.
- Development of new markets

Attorney, 10/2009 to 12/2012

Capitalsource – Ontario, CA

- Prepare documents by articulating clients' objectives within boundaries of applicable laws.
- Conduct research in order to write effective proposals, agreements and contracts.
- File appeals in state and federal courts of appeal.
- Initiate dialogue between all parties involved in each case.
- Prepare and organize evidence and exhibits to be utilized in court hearings and trials.
- Advise clients on specific rights.

Paralegal, 11/2003 to 05/2009

Larimar Therapeutics – Philadelphia, PA

- Consulte with clients, witnesses and legal professionals to define and document case details.
- Organize and prepare case exhibits and evidence for trial.
- File pleadings and require paperwork with court clerk according to strict deadlines.
- Coordinate subpoena services and other day-to-day support activities for legal office.
- Participate in client interviews, observe questioning process and take notes to document information.
- Organize and execute court calendar with daily cases and supervisor meetings.
- Work with attorneys and case reviewers to resolve legal complaints.
- Identify and solve complex problems impacting legal team and business direction.

Attorney, 03/2001 to 01/2003

State Attorney's Office – City, STATE

- Maintain expertise in family law to best advise and advocate for clients by tracking and researching developing precedent and legislation.
- Represent clients before court in oral debate by constructing favorable and truthful narrative around presente evidence and facts.
- Advise clients on specific rights.
- Conduct in-depth research in order to write effective proposals, agreements and contracts.

Education and Training

Attorney: Family Law, 12/2001

Universidad De Buenos Aires - Buenos Aires, Argentina

High School Diploma: 12/1987

High School - Buenos Aires

References

Work references

BBC Studios

Eddie Urrutia, Senior Director, Brands and Marketing, Miami, FL

resumesample@example.com 1-305-461-6984

Discovery Communications

Mercedes Dawson, Director Program Sales Latin America, Caribbean and Iberia

resumesample@example.com 1-786-393-0407

Telefilms/ Diamond Films

Cecilia Varela, Regional Content Operations Manager

resumesample@example.com +54 1150326091

Newsline Report Magazine

Aldo Bianchi Editor, Buenos Aires, Argentina

resumesample@example.com +55 8193593773

Universal Cinergia Dubbing

Liliam Hernandez, CEO

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TV Azteca

Patricia Jasin Vice President

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