

Scott A. Chaplinski

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SOFTWARE AND WEB DEVELOPMENT EXPERIENCE

- Self-taught Java developer since 2016
- Some experience with: HTML, CSS, JavaScript/jQuery, Python, Android, Salesforce, Apache, UNIX, MySQL
- Computer skills: Microsoft Suite, Google Sheets, Adobe Audition

PAST WORK EXPERIENCE

Monkey Business Trivia *Sole Proprietor/Sales Director/Host* Denver, CO May 2011-June 2017

- Developed new client opportunities via cold-calling and local networking
- Communicated with players and teams weekly via MailChimp
- Researched and wrote trivia
- Researched, wrote, and created new trivia presentations using PowerPoint
- Developed marketing materials
- Set-up audio and visual networking
- Used Highrise (CRM) to track clients and prospects
- Developed marketing and business plans which included sales forecasts

KAABOO Del Mar *Group Sales Coordinator* Denver, CO March 2016-September 2016 (seasonal)

- Developed new inside sales leads and provided sales support at event
- Exceeded event sales goals and targets
- Worked with Sales Genie and Insightly CRMs
- Maintained records of sales
- Shared successful strategies and successfully implemented shared strategies

Woodchuck Fest/Charleston Squarefest *Founder/Sales Director* Charleston, IL March 2009-May 2012

- Negotiated contracts with 40 bands and 6 venues 4 times annually
- Worked with the community to market and sell bulk and individual tickets
- Managed online, print, and radio marketing
- Hired personnel, security, and audio

Ruffalo CODY *Team Leader/Fundraiser* Charleston, IL July 2007-July 2010

- Called and engaged past alumni donors and prospective donors
- Worked both with and without a script
- Input and managed team data daily

EDUCATION

Lake Land College Mattoon, IL

Associate in Arts, May 2008

Major: Radio/Television

Certified Radio Marketing Professional

Joliet Junior College Joliet, IL

Associate of Applied Science, Projected: May 2018

Major: Computer Information Systems