

I'm a high-energy Client Manager successful in building and motivating dynamic teams to achieve client and business objectives.

EDUCATION

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|-----------|---|-------------------|
| 2004-2008 | UNIVERSITY OF NORTH CAROLINA AT ASHEVILLE
<i>Bachelor of Arts in Economics</i> <ul style="list-style-type: none">● Service Leadership Program (300 service hours, 24 leadership workshops)● GPA: 3.27 / 4.00 | Asheville, NC |
| 2001-2003 | BROOKS INSTITUTE OF PHOTOGRAPHY
<i>Bachelor of Arts in Fine Art</i> | Santa Barbara, CA |

EXPERIENCE

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| 2016-Current | STRIKING FOCUS
<i>Manager</i>
Established a robust client base through persistent networking, demonstrating a passion for documenting projects, following through on commitments, process efficiency, and time management. <ul style="list-style-type: none">● Strategize and execute photography concepts and assist businesses needing advertising, commercial, and editorial photography. Oversee creative direction, collaborating with clients to ensure optimal results and top satisfaction.● Planning, implementing and evaluating commercial profiles within budgets and deadlines. Ensuring budgets are met and kept within plan.● Create web and print materials; develop and manage marketing collateral for clients.● Cultivate strong customer relationships, consistently generating referral and add-on business.● Build vendor relationships, leveraging supplier resources to lower costs and provide peak quality.● Clients include: Warner Records, Sony Records, PGA, Ironman, Wells Fargo, iHeartRadio, ESPN, DOW Chemical, National Public Radio, MET, Philadelphia Eagles.● Member: PPA (Professional Photographers of America) | Philadelphia, PA |
| 2015-2016 | CAMPBILL SOLTANE
<i>Manager</i>
Assisted and managed the residential direct aids who provided care as outlined in Soltane's policies and procedures. <ul style="list-style-type: none">● Enhance the ability of residents with mental and physical disabilities to live as independently as possible through the acquisition of skills and utilization of services that promote each individual's self-direction, personal worth and value● Initiated a training program for the benefit of the direct care staff aimed at providing them with knowledge on handling different cases in accordance to guidelines set for individual scenarios● Directed and coordinated social activities for entire campus residents effectively | Glenmore, PA |
| 2011-2013 | VANGUARD GROUP
<i>Investment Consultant</i>
Provided the highest level of service by quickly and accurately identifying clients' needs and articulating the appropriate solution to questions and or account-related issues. <ul style="list-style-type: none">● CFA Level 1 candidate● Passed Financial Industry Regulatory Authority Series 6, 7, 63, & 65● Leveraged a consultative sales approach to assist clients with consolidating assets and, in turn, growing Vanguard's Retail division. Generated Inflows of \$18,500,000.00 in 2013 (130% above goal)● Provided financial analysis and investment guidance that enabled clients to make appropriate decisions.● Implemented quality assurance programs● Consistently received high customer satisfaction results for six quarters | Malvern, PA |
| 2007-2008 | THRIVENT FINANCIAL
<i>Associate Financial Representative</i> <ul style="list-style-type: none">● As an associate representative I assisted families reach their financial goals while having unique opportunities to make a difference in the lives of others.● Assist members by helping them to achieve their financial and retirement goals by offering guidance, financial solutions and services● Organized and presented financial educational seminars● Provided innovative product portfolios and services | Asheville, NC |
| 1998-2006 | PHOTOGRAPHY UNLIMITED
<i>Photographer</i> <ul style="list-style-type: none">● Specialized in humanitarian documentation for Non Governmental Organizations● Clients Included: Associated Press Wire, Reuters, Yale University, International Rescue Committee, PBS, Habitat For Humanity | New Orleans, LA |