



LUKAS DURKIN

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🔗 <https://dukelurkin.github.io/portfoliopage/>

PROFESSIONAL SUMMARY

Skilled marketing and sales professional focused on exceeding revenue goals, new user acquisition and growing client businesses. Extensive knowledge of marketing campaigns from development to execution and launch.

SKILLS

- Class A CDL
- Cross-functional team management experience
- Outstanding organizational and time management
- Excellent verbal and written communication
- Prodigious with Google Docs/Drive
- Proficient with Microsoft Office
- Contagious energy with a motivated work ethic

WORK HISTORY

ACCOUNT/PRODUCTION MANAGER

01/2020 to 01/2023

HMS Worldwide | Cornelius, NC

- Provide clients with innovative, budget friendly solutions to meet their needs
- Cross-functional team management to efficiently meet goals
- Managed continuous improvement initiatives to drive gains in quality, flow, and output
- Preserved positive client relationships especially under stressful conditions
- Substitute drive/tour manager when needed

TOUR MANAGER

08/2019 to 11/2019

RedPeg Marketing/GEICO

- Driver of GEICO branded sprinter van
- Production and operations manager
- Manage team of 5 GEICO brand ambassadors
- IT for router and iPads
- Maintain outstanding appearance of branded vehicle

TOUR MANAGER/CDL A DRIVER

04/2019 to 07/2019

Evolve Concepts/Patron Spirits Co.

- CDL A Driver 18 wheeler carrying all assets for events
- Setup and strike manager for 2 day setup
- Effectively and efficiently manage crew of 10 workers
- IT network setup and solutions for iPads and interactive TV's

- Maintain excellent appearance of 18 wheeler
- Submit event recaps, expense reports and driver logs.

CDL DRIVER/TOUR MANAGER

11/2018 to 12/2018

Evolve Concepts - Client: Coca-cola

- Driver of 18 wheeler
- Maintain and send in DOT log books
- Event set up and production
- Engage large crowds of consumers
- Manage expense reports

TOUR MANAGER

03/2018 to 09/2018

Evolve Concepts - Client: Patron

- Driver of 18 wheeler
- Event set up and production
- Consumer engagement
- Build brand awareness
- Create brand loyalty through excellent overall customer experience

TOUR MANAGER/DRIVER

11/2017 to 12/2017

Havas Sports & Entertainment/Coca-Cola

- Contact local venues to manage logistics and set up
- Engage consumers and clients
- CDL A driver of Coca-cola Holiday caravan tractor trailer
- Submit event reports, expense reports and driver logs
- Maintain excellent appearance of tractor-trailer and other activation materials

IMSA TOUR MANAGER/DRIVER

02/2017 to 10/2017

Turnkey DOT/IMSA Racing

- CDL A driver of extended tractor trailer with generator
- Manage build crew of 10+ people over 4 day set up
- Engage consumers and clients during activation
- Provide daily and weekly recaps
- Manage expense reports and EDL logs

TOUR MANAGER/DRIVER

09/2016 to 12/2016

Turnkey DOT/Zenni Sunglasses

- Pre-event check with event coordinators
- Footprint setup and strike
- Manage BA team
- Engage large crowds of consumers
- Submit event recaps and expense reports
- Drive 40' branded RV.

	TOUR MANAGER/DRIVER rEvolution Marketing - Nickelodeon <ul style="list-style-type: none"> • Manage brand ambassador team • Engage large crowds • Master of ceremony • Provide event recaps • Set up and strike 	08/2016 to 09/2016
	PEPSI/AMP NATIONAL TOUR MANAGER Fuse LLC <ul style="list-style-type: none"> • Manage brand ambassador team • Provide event recaps • Advocate for and deliver authentic product messages about the brand • Driver of pick-up and 15ft trailer • Maintain expense reports and log books 	02/2016 to 07/2016
	TOUR MANAGER/DRIVER rEvolution - Nickelodeon <ul style="list-style-type: none"> • Driver of 42' branded RV • Submit daily recaps • Event set up and production • Manage brand ambassador team • Maintain and send in DOT log books 	09/2015 to 12/2015
	TOUR MANAGER /DRIVER Escalate Now - Sweet'N Low <ul style="list-style-type: none"> • Manage brand ambassador team • Create BA performance reports • Provide daily recaps • Drive 24ft branded vehicle • Maintain expense reports. 	06/2015 to 09/2015
EDUCATION	Software Developer University of Pennsylvania, Philadelphia, PA	06/2023
	Bachelor of Science Economics East Stroudsburg University, Stroudsburg, PA Minor: Mathematics	01/2009