



# LUKAS DURKIN

📍 Philadelphia, PA 19130 📞 570-498-3754 ✉️ Durkin.lukas@gmail.com  
🔗 <https://dukellurkin.github.io/Portfolio/>

## 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 goal
- 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.

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