

# JASON BARBANEL

23 Seabreeze Sq. Freehold, NJ 07728 | **Phone:** (732) 616-2015 | **Email:** JBarbanel@gmail.com

## SUMMARY OF QUALIFICATIONS

Results Sales Manager, Event Producer and Relationship Management professional with demonstrated success in securing revenue through client acquisition, contract renewals and relationship development. Major strengths include consultative sales, contract negotiations and Coordinating and running events.

<ul style="list-style-type: none"><li>◆ Sales Management</li><li>◆ Contract Negotiation</li><li>◆ Project Management</li><li>◆ Event Planning</li><li>◆ Event Management</li><li>◆ Fundraising</li></ul>	<ul style="list-style-type: none"><li>◆ Customer Service</li><li>◆ Concept Design</li><li>◆ Digital Media</li><li>◆ Creative Direction</li><li>◆ Video Production</li><li>◆ Video Editing</li></ul>	<ul style="list-style-type: none"><li>◆ Microsoft Office</li><li>◆ Excellent Communication Skills</li><li>◆ Public Speaking</li><li>◆ Efficient Under Pressure</li><li>◆ Team Leading</li></ul>
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## PROFESSIONAL PROFILE

**Kazzam by Party City** · Hackensack, NJ

September 2018 – April 2020

### *Regional Sales Manager*

- Assisted Sales team to reach goals and quotas on a monthly basis
- On- Board vendors to become part of our platform.
- Coordinated event planning, fulfillment and execution of over 10,000 events nation-wide, grossing over \$2M
- Pioneered the creation of multiple successful marketing and promotion events to thousands of customers and vendors including: Jingle-Ball Dallas, IAPPA and the Frozen 2 product launch at Party City (in NY).
- Initiated many projects, ideas and designs to expand the success and opportunity of the company.

**Danthan Military Sales** · Howell, NJ

June 2013 –Present

### *Account Executive*

- Negotiate and execute agent/distributor agreements
- Recruit Prospective clients
- Develop strategies for introduction of client products (Media, advertisements, trade shows/conferences)
- Coordinate Sales/Marketing activities between client and buyers
- Develop promotional materials/calendars in coordination with buyers

**Pure Events** · Marlboro, NJ

September 2007- June 2013

### *Director of Sales/ Event Coordination Manager*

- Surpassing quotas on a yearly basis. In 2012-2013 each year had a \$500,000 sales quota and both years closed accounts upwards of \$750,000.
- Organized fully customizable entertainment arrangements for private and cooperate events.
- Represented the company at live events to cultivate new business and grow existing relationships.
- Trained new hires to work independently of management by providing sales training.
- Continuous prospecting and cold calling until contact made with perspective clients
- Contracted various outside vendors and entertainers to accommodate client's needs and managed the collaboration of services.
- Arranged personal coordination with clients to plan, finalized and successfully executed all details of events
- Advised clients concerning budget requirements and decision-making from conceptualization to completion
- Consulted in matters concerning the technical production and equipment needs of each event, such as Sound, Audio/Visual, Lighting, and Content
- Prepared event schedules with each client and maintained liaison with venues to ensure cooperation and harmony between all participants involved.]
- Addressed large crowds from 200 to 5,000
- Creates all digital media (demo videos, websites, montages, etc.)
- Worked with clients such as Samsung, Philadelphia Eagles, and ISES (International Special Events Society)

## EDUCATION

**Rutgers University**

January 2004- June 2007

Major: Political Science