

JASON BARBANEL

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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. Junior Full Stack Web Developer after completing Rutgers Coding Bootcamp program.

<u>Technical Skills</u>	<u>Service Skills</u>	<u>Personal Skills</u>
<ul style="list-style-type: none">◆ Customer Service◆ Bootstrap◆ Node.js◆ HTML/CSS◆ Web Development◆ Javascript	<ul style="list-style-type: none">◆ Sales Management◆ Microsoft Office◆ Contract Negotiation◆ Project Management◆ Event Planning◆ Event Management◆ Fundraising	<ul style="list-style-type: none">◆ Excellent Communication Skills◆ Public Speaking◆ Efficient Under Pressure◆ Team Leading

Projects

- **Project:** [What Do You Want To Do?](#)
This is an application that helps users find things to do and places to eat in their area. It is powered by HTML, JavaScript, BootStrap and Third Party API's
- **Application:** [Weather Dashboard](#)
This application displays the current and 5 day forecast for a user selected area. It displays the temp, wind speed humidity, and UV index. This is powered by HTML, JavaScript, BootStrap and Third Party API's
- **Application:** [Workday Scheduler](#)
This application allows a user to schedule and save info for their workday. They can save information from 8am-5pm. Colors change depending on the time. Gray is past, Red is current, and Green is future. HTML, JavaScript, BootStrap.

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 –April 2020

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.
- 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.]
- Worked with clients such as Samsung, Philadelphia Eagles, and ISES (International Special Events Society)

EDUCATION

Rutgers University

January 2004- June 2007

Major: Political Science

Rutgers Full Stack Bootcamp

February 2021-July 2021