

BRETT RANIERI

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631.278.5673

SKILLS

- Exceptional Interpersonal Skills
- Cold Calls
- Written/Verbal Communication
- Active Listener
- Account Management and Tracking
- Organized
- Proficient with Data Entry
- Relationship and Team Building
- Dedicated Work Ethic
- Strong Situational Adaptability
- Reliable
- Professional
- Goal Oriented
- Quick, Efficient learner

VOLUNTEER EXPERIENCE/REWARDS

DIRECTOR OF RECRUITMENT

Meeting Planners International
Rocky Mountain Chapter
2020 – 2021 Term

- As a voting member of the Board I act as a coach, advisor, and counselor to assigned committees.
- Main focus is to develop and maintain an active and ongoing campaign to attain our membership goal for the year.

RISING STAR AWARD

MPI Annual Awards – Rocky Mountain Chapter
2019 - 2020 Term

SUMMARY

Driven and tenacious Sales/Development Professional with a history of exceeding expectations and increasing sales volumes and company presence on a national level. Creative thinker with exceptional interpersonal skills that lead to long lasting and effective client relationships. Adept in both written and verbal communication, lead generation, sales pitches, and cold calls. Adaptable, empathetic, and thrives working in a team environment.

WORK EXPERIENCE

BUSINESS DEVELOPMENT MANAGER/ACCOUNTS ASSOCIATE You Want What? Productions, Englewood, CO

February 2016 – July 2020

- Worked to cultivate new and foster existing client relationships.
- Brought in over \$300K in business since Jan, 2019.
- Contact prospective clients via phone/email to introduce company while following sales scripts tailored to each industry and market.
- Expanded brand and developed partnerships with national companies.
- Tracked all correspondence in client profiles using customized CRM software.
- Processed RFP's, submit custom proposals, and facilitate contract negotiations for jobs ranging from \$1,000 – over \$100,000.
- Manage multiple accounts and jobs simultaneously, coordinating communications to facilitate the execution of projects by deadline.
- Tracked and billed invoices and change orders, prepared project reports to analyze profit and loss.

STAGE TECHNICIAN

Lone Tree Arts Center, Lone Tree, CO

November 2014 – July 2017

- Worked as a technician for stage productions funded by the LTAC as well as outside clients.
- Helped plan and operate logistics for large scale outdoor events attended by hundreds of guests.

PROPS/CARPENTRY/SPECIAL EFFECTS

Blue Man Group, Boston/New York/Norwegian Cruise Lines

June 2005 – July 2014

- Worked with the company for over 9 years in multiple cities, as well as a supervisor on a cruise ship.
- Maintained the scenery and props for shows in all locations.
- Executed multiple show tracks, fostering quick thinking and high level problem solving abilities.
- When in a full time role, was responsible for hiring and training all members of my department.
- Supervised an international crew of 12 for the install and opening run of a production at sea.

EDUCATION

BFA IN DESIGN/TECHNOLOGY – FOCUS IN TECHNICAL DIRECTION
EMERSON COLLEGE, BOSTON, MASSACHUSETTS
2004-2008