

Je'an-Herbert Harris

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AREAS OF EXCELLENCE

Technical, Business and Fiction Writing, Marketing Research, Research, Project Management, Event Management, Product Development, Product Design, Marketing, Video Production, Journalism, Communications, Sales, Customer Service, Business Development, Sports Administration, Sports Training and Coaching

Industry Expertise: Journalism, Social Networks, Internet Communications, Retail- Clothing and Textile, American History, Hospitality, Sports Administration and Sports Training, Community Relations, Fundraising

EDUCATION

BROWN UNIVERSITY, Bachelor of Arts, History - Degree Completed May 2012

CENTURYLINK BUSINESS Las Vegas, Nevada, Summer 2013 – Present

Acquisition Sales Executive

Developing and maintaining business accounts, in addition to finding new logos and business.

- Sales; create, manage, and grow relationships through prospecting and consulting.
- Maintain good relations with customers by offering business solutions and staying present in their business ventures.
- Play a significant role in building CenturyLink's presence in new and existing markets of Telecom.
- Created substantial opportunities for the company's venture into the small and mid size business segment of telecom.

PROJECT BASKETBALL BOOT CAMP Las Vegas, Nevada, Summer 2011

Analyst, Marketing, Business Development, Fundraising, Athletic Curriculum

Developing and implementing Curriculums, Training, and Fundraising for the camp, in addition to Marketing and Community relations.

- Played a significant role in designing, developing and implementing the strategy for the Las Vegas division of the camp
- Added significant value in the structuring, valuation and presentation of the curriculum for the camp
- Played a pivotal role in the business development efforts for camp sales, recruiting, and donations
- Assisted in the development of the annual philanthropic entrepreneurs conference to raise awareness of the camp and increase donations to the camp in the Las Vegas area
- Developed and Mentored campers in the art of attaining success on the basketball court

POLITICAL CORRESPONDENCE ANALYSIS INTERN, GOLOCALPROV.COM Providence, RI, October 2010 – May 2011

Journalist, Reporter, Social Media Specialist, Sales

- Assisted in implementing market strategies for selling site adds
- Organized and hosted meetings for potential clients of the company's web advertising department
- Invented, designed, developed and wrote for the sports and media section of the site geared to the college athlete community
- Created and developed blogs catered to college undergraduates.
- Wrote over 500 articles a year (averaging up to 2 articles a day) viewed by over 100,000 site viewers globally

BROWN SPECIAL OLYMPICS Providence, RI, Summer 2010

Analyst; Basketball Coach and Camp Curriculum Advisor

- Assisted coaching staff in managing the various aspects of the camps which hosted over 150 participants
- Developed the administrative reports system to ensure that the programs were organized and promoted accountability for organizational personnel

HYPNOTIC HATS New York, NY, September 2007 – July 2008

Intern; Analyst, Chief of Staff; Sales and Marketing

- Planned and organized corporate events for staff, partners, clients and customers
- Worked with staff to create and deliver product contracts
- Worked with the Director of Marketing & Sales as a Chief of Staff, completing various corporate initiatives, and working with her direct reports internationally, in addition to designing pitch books and assisting on presentation to A-list clients.