**Scott Smith**

38 Egan Road

Middletown, CT 06457

203-214-6728

scott.smith1979@gmail.com

Highly motivated, goal-oriented individual with over six year’s communications, marketing and management experience with proven results.

**Achievements**

-Instrumental in present company’s increased revenue for five consecutive years

-Consistently exceeded quarterly goals and other company targets

**Professional Experience**

Rights & Acquisitions Manager

Oct 2005-Present

Tantor Media, Inc. ---Old Saybrook, CT

* License audiobook and e-book rights from agents and/or print book publisher
* Negotiate advances and royalty terms for each individual book acquired
* Manage Licensing department to ensure company goals and targets are met
* Research and inquire agents about titles for audio and/or e-book rights
* Represent company at various trade shows
* Attend meetings with current or prospective licensors
* Provide initial publicity and marketing information for marketing department
* Provide direction to marketing and art departments for monthly catalogs and other promotions

Simulcast Operator-Producer

Sept 2004---Oct 2005

Autotote Enterprises, Inc. ---New Haven, CT

* Coordinate and produce horse race simulcasts and commercials used for nightly local cable television program
* Present simulcast video and audio to various Autotote and casino locations throughout Connecticut
* Provided technical support to affiliated Autotote locations worldwide
* Create advertisements and promotions for use on cable program and with in-house affiliates

**Education**

Fitchburg State University, Fitchburg MA

Bachelor of Science (B.S.) Communications 2002

**Relevant Skills**

Proficient in Microsoft Word, Access, Excel, Outlook, PowerPoint, Photoshop

References Available Upon Request