

Michael Brown
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Orange, CA 92869
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SUMMARY OF QUALIFICATIONS

Experienced technical, sales and marketing executive. Ability to multitask, prioritize and work well under pressure/deadlines, in a team or individual environment. Excellent written and verbal skills. Ability to troubleshoot effectively and exceed customer satisfaction.

Microsoft Office
(Excel, Word, Outlook,
PowerPoint)

Typing 50 wpm
Calendaring
Basic Bookkeeping

Adobe Photoshop, Bridge,
Premiere, Lightroom,
Final Cut Pro

PROFESSIONAL EXPERIENCE

Director, Producer, Photographer, Videographer, Editor Brownstone Productions

8/2008 to 1/2017

Orange, CA

(Production company specializing in photo, video and editing solutions)

Provide photo, video, editing and post-production services. Responsible for scripting, camera equipment, lighting, sound, location and personnel. Direct and produce projects with clients from inception to completion. Scope of work includes studio photography, architectural, lifestyle, commercial, wedding, non-profit and documentary. Establish credibility and rapport with new and potential clients. Work on location or in studio, providing rapid turnaround as needed.

Vice President Sales and Marketing ArmStar

8/2007 to 8/2008

Orange, CA

(Start-up manufacturing company, specializing in non-lethal weapons)

Developed Business Plan for presentation to venture capital financing. Point person for all contact related to vendors, police, military and government contacts, sales and marketing. Responsible for organizing, implementing and managing tradeshow events. Designed and implemented sales and marketing literature.

Account Manager, Car Refinishes Akzo Nobel

4/2003 to 8/2007

Commerce, CA

Managed and developed long-term relationships with clients in the Los Angeles territory. Client base consisted of 24 major accounts, with sales in excess of \$2.4 million annually. Achieved budget and business plan by implementing sales processes with all assigned customers. Educated customers on all technical requirements of Akzo Nobel paint product lines (Sikkens, Lessonal, U-Tech), and IT products. Performed facility and technical analysis to improve profitability and increase production. Delivered annual business reviews and assisted in the development of business, marketing, and growth plans.

EDUCATION/CERTIFICATES

Orange Coast College
Art, Certificate of Photography

Costa Mesa, CA
2005 to 2008

Western Michigan University
B.A., Business Administration, Haworth College of Business
Major Marketing
Minor Business Administration

Kalamazoo, MI
1997 to 2000

Lake Michigan College,
Associates Degree
Athletic Scholarship (Baseball)
Received Athletic A-Team Award

Benton Harbor, MI
9/1995 to 6/1997

References upon request.