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<http://www.fernstudiosdigital.com>

Summary

www.fernstudiosdigital.com

Experience

Sales Lead

MMagazineBayArea.com

Jul 2019 - Jul 2021 (2 years 1 month)

Sales for the top 5 most affluent areas in Silicon Valley for business to full print and online ads. Engage with customers directly and provide design for all needs. Full print and online for premiere firm.



Lead Bartender

Los Altos Golf and Country Club

Jan 2016 - Oct 2021 (5 years 10 months)

Distinguished Emerald Private Member Club for Events and Sports. Clients include:

Facebook, Google, Sommelier Wine Industry and SV companies. Use all computers and scripts for member data input and identification for 5 Star Service.

Sales Producer

Fernstudiosdigital.com

Jan 1998 - Present (24 years 2 months +)

Producer for multimedia creations and ecommerce design. Live electronic music performances for Northern California and Bay Area for 25 years. Film and Music Production. Internet.Sales.Audio.Video

Producer

www.chico-indie.com

Oct 2009 - Present (12 years 5 months +)

www.fernstudiosdigital.com(chico-indie.com, filmfreeway.com/ciffcalifornia) and Producer for live events in and around

California. Now producing with www.artsandmedia.net/ciff, our Fiscal Partnership. Create budgets and contracts to turn in

for administrative assistance, annually for film festivals. Work with local and global Directors and Musicians. Use Dropbox,

Budget Analysis, Microsoft and Google drive. Live Filming and post production each season.

Wine Consultant

Flowwinegroup.com

Jan 2016 - Jun 2016 (6 months)

Providing Tastings, Events, Shows and Private Client Consulting standard wines to world famous brands. Over 250 companies served from California and around the world. French, Italian, California and German Wines primarily.



Sales Lead

Web Wise Media

Jan 2004 - Jan 2005 (1 year 1 month)

Sales for small to medium sized businesses www.webwisemediacom.com - Web Marketing Firm Woodland Hills, CA.

Keyword Positioning, SEO placement, Fax blasts, email Opt-ins. Worked under President of Marketing, Nanni Shapiro.

Sales Trainer

Marigold.com

Jan 1999 - Jan 2004 (5 years 1 month)

Created and facilitated projects in multimedia and the Internet. These involved direct sales, project management,

and marketing of online web design and hosting accounts. <http://www.Marigold.com>

Online Marketing Assistant

Golden Capital Chico, Ca

Jan 2003 - Jan 2003 (1 month)

Producer tasks included: Internet and emailing for company, brochure designs for quarterly events in finance. Start Up accounts for Biotech and Hi-Tech Angel investments, exclusively for the Northern California group.

<http://www.goldencapital.net>



Laboratory Assistant

California State University, Chico

Jan 2001 - Jan 2003 (2 years 1 month)

www.csuchico.edu

Instructional Media Center- Merriam Library 002- Assisted Faculty and Staff with all technology and learning in the

Multimedia Lab, as a part of the Technology and Learning Program. Advanced level of skill set with Mac audio and video

applications in hardware. All PC audio, video hardware, software taught in the lab. Video editing skills used with (Final

Cut Pro, i-Movie), web page composition, photography, film festivals, and many media creations.

Electronic Music Ensemble/Composer

CSU Chico, Technology and Learning Program-Multimedia Lab

Senior Producer

Xstudios

Jan 1999 - Jan 2000 (1 year 1 month)

Xstudios established a virtual cooperative community of artists and technologists that forged new forms of human

expression, communication and education through multimedia. Responsible for all client sales and marketing, business development, account management, contracts and negotiations.

Assisted and ran

<http://www.internetbusinessmixer.com>, www.415tech.com.

Booked all media/music productions.

www.internetmusicbusinessmixer.com events for two years produced in the Bay Area.

All projects supported "Poetry in the Schools"- now, <http://wordgroove.com>. www.poemstudios.com

Sales Specialist

San Rafael Ca Call Center

Jan 1999 - Jan 2000 (1 year 1 month)

Assisted and generated seminar event attendance at call center, for Fair Isaac and Auto Desk.

Conferences organized for VPs and CEO's of banking and other institutions all over the U.S..



Inside Sales Representative

Levi Strauss & Co.

Jan 1996 - Jan 1997 (1 year 1 month)

for Men's Regional Jeans Sales/Marketing Database in Texas. Oversaw all store displays for Northern California retailers of Levi's Men's jeans.

http://www.us.levi.com/spr04a/levi/class/l_class_fit.jsp



Receptionist

Disney Media & Entertainment Distribution

Jan 1996 - Jan 1996 (1 month)

Assisted and ran all phone lines, communicated with artists and engineers. Scheduling of post-production projects

for Disney and other large companies. Writer office as per screenwriting domain as well.

Assistant Manager

Ventura Concert Theatre

Jan 1995 - Jan 1996 (1 year 1 month)

Assisted in Public Relations and distribution/ marketing for venues incoming artists and ticket sales.

Major international artists and performances.

Studio Assistant

SKIP SAYLOR RECORDING COMPANY, INC.

Jan 1995 - Jan 1996 (1 year 1 month)

Assisted in all studio preparation and maintenance of artists and recording engineers under direction of Skip Saylor.

<http://www.skipsaylor.com>; Chico Happenings Involving Creative Overflow). A non-profit community arts program that includes artists, educators and healers of all ages. Area is invited to come together and perform and discuss their local happenings. Program is recorded digitally for interactive use in education and the home.

Education



California State University, Chico

Associate, Recording Arts(Engineering)

1992 - 1995



Moorpark College

AA, Liberal Arts

1988 - 1991



California State University, Chico

BA, Information and Communication Studies; Media Arts/Documentary Film

1991 - 1995

BA Media Arts

Minor Recording Arts

Barsmarts.com

SF Wine School CWAS

Skills

account management • administration • adobe photoshop • art • audio • brand management • Film
• Film Production • Sales • Nonprofit Organizations