



KELLY DESMORE

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Authorized to work in the US for any employer

WORK EXPERIENCE

Sales Lead - Silicon Valley, Ca

M Media - www.mmagazinebayarea.com - Silicon Valley, CA

July 2019 to Present

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.

Private Event Server & Bartender at LAGCC

Los Altos Golf and Country Club - Los Altos, CA

2016 to Present

Lagccom Bartender/Wine Service; 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.

Global Producer/Videographer, Sales Director and Trainer

www.FernStudiosdigital.com - California

1998 to Present

Producer for multimedia creations and ecommerce design. Live electronic music performances for Northern Cal and Bay Area for 25 years. Film and Music Production.

Current Owner & Founder

The Chico Independent Film Festival - Chico, CA

October 2009 to 2019

Producer of Chico indie.com and Producer for live events in and around California. Now producing with www.intermediary.net/cuff, 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.

Wine Consultant for Silicon Valley & Northern California

Flowwinegroup.com - Los Altos, CA

2016 to June 2016

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

Sales and Marketing Lead

Web Marketing Firm - Woodland Hills, CA
2004 to 2005

Sales for small to medium sized businesses. Disembowel.com - Web Marketing Firm Woodland Hills, CA. Keyword Positioning, SEO placement, Fax blasts, email Opt-ins. Worked under President of Marketing, Nanni Shapiro.

Sales Lead, and Trainer

www.FernStudiosdigital.com - Sausalito, CA
1999 to 2004

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, Assistant to Events Manager

www.FernStudiosdigital.com - Chico, CA
2003 to 2003

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>

Lab Assistant

CSU Chico, Technology and Learning Program-Multimedia Lab - Chico, CA
2001 to 2003

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 - Chico, CA
2001 to 2003

Sales and Marketing Communications

XStudios, LLC - San Anselmo, CA
1999 to 2000

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>. Booked all media/music productions. <http://www.internetmusicbusinessmixer.com> events for two years produced in the Bay Area. All projects supported "Poetry in the Schools"- now, <http://wordgroove.com>.

Ca. Lead Generation Telemarketing Specialist

XStudios, LLC - San Rafael, CA
1999 to 2000

Assisted and generated seminar event attendance at call center, for Fair Isaac and Auto Desk. Conferences were for VPs and CEO's of banking and other institutions all over the U.S.

Sales Associate for Men's Regional Jeans Sales/Marketing Database in Texas

Levi Strauss Inc - Pleasant Hill, CA

1996 to 1997

Pleasant Hill, Ca. Levi Strauss; Sales Associate 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

Interlok Studios - Post Disney Production House - Hollywood, CA

1996 to 1996

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 for Ticket Sales and Events

The Majestic Ventura Concert Theater - Ventura, CA

1995 to 1996

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

Studio Assistant

Skip Saylor Recording - www.skipsaylor.com - Larchmont Village, CA

1995 to 1996

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

<http://www.skipsaylor.com>

Non-Profit Volunteer

Various Contract Positions - Global

Ongoing - C.H.I.C.O. (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

Associate in Recording Arts(Engineering)

CSU, Chico - Chico, CA

January 1992 to June 1995

AA in Liberal Arts

Moorpark College - Moorpark, CA

BA in Information and Communication Studies

CSU - Chico, CA

SKILLS

- Video Editing
- Filming
- Final Cut Pro
- Web Design
- Adobe Photoshop
- Video Production
- Search Engine Optimization (SEO)
- E-Commerce
- Direct Sales
- Photography
- Branding
- Post Production