

JEAN-PHILLIPPE BIAMBY

917-456-7195

jpbiamby@gmail.com

SALES & MARKETING EXPERIENCE

PROFESSIONAL SUMMARY

Expert professional in experiential marketing, production management and business development, planning and executing campaigns and discovery of new market channels by staying knowledgeable of new emerging trends and technologies, as well as building strong relationships with executives, clients and industry leaders. Holds vast knowledge of branding and new products, with a strong understanding of the business of marketing, advertising and producing digital media with strong abilities in analysis of strategies.

Core Competencies

- Strong ability to analyze a brand image and compare firm's products with that of competitors and partners
- Excellent communication skills and is an effective leader and motivator; self-assured and confident
- Management of customer relations with clients, executive decision makers on behalf of company

Merchant Advisory Services

Operations Director

New York, NY

11/2016 – Present

- Manage a portfolio of 50+ merchant accounts and 5 POS customers with total a monthly volume of \$1mm
- Establish strategic partnerships with solutions providers and direct processors for more favorable buy rates
- Secured a multi-location POS & merchant account in a food court in a major New Jersey transit hub

Global Payment Systems

Sales Executive

New York, NY

03/2016 – 11/2016

- Worked independently to pitch and sell merchant accounts and POS systems to hi value prospects
- Secured a hi-value merchant account and POS bundle in a major New York City subway transit hub
- Created systems to provide top level support to a portfolio of 40 + clients with a monthly volume of \$750K

Heartland Payment Systems

Relationship Manager

New York, NY

07/2015 – 03/2016

- Acquired new merchant accounts to meet a quota consistently with a monthly sales commission of \$6k
- Created value propositions that secured hi-volume clients like hotels with annual volume of \$12mm
- Advised merchants in current portfolio as well as new account acquisitions on industry best practices

Bank Associates Merchant Services

Senior Account Executive

New York, NY

08/2013 – Present

- Secured monthly merchant quota consistently with monthly volume of 2 accounts of \$25K or more each
- Maintain and grow existing accounts with ongoing customer service and business development daily
- Manage an independent portfolio of 30+ merchant accounts as well as new acquisitions

Brand Marketers

Business Development Manager

New York, NY

03/2010 – 09/2013

- Fulfilled RFPs and executive OOH campaigns that increased company profits by 20% (\$100K) annually
- Contributed to a 40% annual increase in client expenditure by designing measureable campaigns
- Conceptualized and implemented marketing and advertising campaigns tailored to client objectives

Investor's Capital

Registered Representative

New York, NY

03/2009 – 12/2009

- Raised \$1MM in investor assets and increased investors ROI by 15% (\$150K) quarterly
- Increased branch portfolio volume and investor accounts by 10% (\$25-40K) quarterly
- Maintained existing accounts while employing ongoing business development for new accounts

Friedman Schnaier & Associates

Registered Representative

New York, NY

01/2008 – 03/2009

- Collaborated to increase assets for senior traders' equity position by 25% (\$250K) annually
- Qualified accredited investors to increase senior traders' portfolio by 20% (\$5mm) annually
- Assessed and maintained existing accounts and researched new business opportunity

New Star Funding

New York, NY

- Junior Loan Officer* 08/2006 – 09/2007
- Processed mortgage applications and paperwork that reduced applicant interest rate by 2%-3%
 - Secured FHA mortgage prospects that increased monthly sales by 30% (\$20K) monthly
 - Conducted research and analysis of prospective clients and products and partners

- Brand Marketers** *New York, NY*
Regional Marketing Manager 09/2005 – 08/2006
- Executed ad campaigns for clients and agencies under budget saving 10% of cost of campaign
 - Scheduled and oversaw teams of brand ambassadors during all ad campaigns and marketing events
 - Conceptualized, designed and implemented marketing, communications and strategic advertising plans

- Digiwaxx Media** *New York, NY*
Regional Promotions Manager 10/2004 – 10/2005
- Managed internal analog and digital asset database for client promotions, reporting and analysis
 - Implemented effective management structure to increase annual productivity and profit by 50%

AUDIO & VIDEO PRODUCTION EXPERIENCE

PROFESSIONAL SUMMARY

Rich track record in media and entertainment industry as a production coordinator, contributing to the overall production management process. Holds expertise in managing and organizing media, discovering new talents, experienced crew and new vendors for efficient overall production management of music video shoots and promotional marketing campaigns. Maintains well-found connections in the industry, facilitating timely management and efficient execution of projects.

Core Competencies

- Expert manager in consulting with talents, partners, vendors, key executives and various labels
- Proven ability related to marketing, advertising and communications process and implementation
- Proactive and takes initiative to execute strategies that contribute to overall best practices and efficiency

Gorilla Flix *New York, NY*
Production Coordinator 08/2002 – 12/2004

Silverback Digital Studios *New York, NY*
Owner/Post Production Coordinator 09/2002 – 09/2004

Department of Film/Goldcrest Post *New York, NY*
Production Coordinator 06/2001 – 08/2002

Bunim-Murray/Brave St Productions *New York, NY*
Key Production Assistant 02/2002 – 07/2002

Audiology Recording Studios *New York, NY*
Owner/Recording Engineer 11/1999 – 09/2002

Sony Music Entertainment *New York, NY*
A&R Coordinator 01/1996 – 04/1999

EDUCATION

Temple University *Philadelphia, PA*
Bachelor of Business Administration August 1995

- Emphasis on Strategic Business Management, Finance and Contract Law
- Undergraduate Member of Temple-LEAP (Law & Education Program)

PROFICIENCY

iWork, MS Office, Photoshop, Fireworks, Dreamweaver (HTML), InDesign, FileMaker Pro, Final Cut Pro, Pro Tools.
 A successful DJ, recording engineer & film editor with experience with digital music and film editing
 Member of Alpha Phi Alpha Fraternity Incorporated