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WORK EXPERIENCE

Pirate Adventures Martha's Vineyard, Oak Bluffs, MA

June 2018 -September 2022

Project Manager (Remote for off-season)

- Increased business revenue by 10% season over season by teaming up with local oyster farming company and an experienced marine biologist to execute immersive and educational oyster sunset charters
- Grew customer reach and satisfaction by 12% season over season by redesigning and re-editing the website and implementing BYOB sunset charters for public, as well as private sunset cruises for families, friends and co-workers
- Earned 3 TripAdvisor's Traveler's Choice Awards out of 15 competitor businesses by mapping and monitoring new strategic performance plans to create an unforgettable experience for everyone on board

American Income Life, New York, NY

April 2021 - May 2022

Supervising Agent

- Led group of 5 agents after recruiting and training them to analyze and grow individual sales by holding mock sessions, creating challenging role-plays, setting 1-on-1 meetings and tracking weekly statistics to evaluate progress
- Expanded customer base by reaching out, holding information presentations and insuring new clients of all ages from all 50 states on a daily basis, averaging 6 new customers per week
- Collaborated with Regional General Agent and Managing General Agent to help delegate strategic plans to achieve company's annual goals of expanding both nationally and internationally

American Corner Tbilisi, Tbilisi, Georgia

January 2020 - February 2021

Student Mentor (Remote)

- Tutored class of 23 students on cultural and societal topics through American Cinema
- Enriched and modified the teaching methodology for the class by introducing interactive discussions and debates
- Motivated Georgian and American embassies to enhance interactive-style classes by presenting student feedback and facilitating meetings with American Corner Coordinator

PROJECTS AND LEADERSHIP

Nightcall

May 2022 - Present

Animation Director

- Lead group of 7 diverse artists as a Writer, Director and Producer to create a detective mystery Animated Short Film
- Cooperate with a Lead Animator, Editor, Actor, Composer, Sound Designer and Graphic Designer to Storyboard (map out the story frame by frame), create characters from scratch, initiate worldbuilding process and create a style and mood of Neo-noir(modern film noir) by using Adobe Animate software, score and sound effects

Alternative

January 2020 - August 2021

Film Director

- Guided group of 20 international creative artists from Pre-production(finalizing script, hiring actors and crew, selecting and acquiring shooting locations, deciding on camera and lighting equipment, picking actor wardrobe and make-up, figuring out budget and creating production schedule), to Production(actual shooting of the film in various locations) to Post-production(editing the film, fixing and designing dialogue and sound effects, color correcting, composing music) to create a Live Action Short Film
- Communicated with a dozen artists from 5 different countries in 3 different languages
- Ran a successful crowdfunding campaign to raise a budget of \$12,000 as a Director and a Writer for the Film to cover costs of the equipment, logistics, insurance, catering, marketing, cast and crew
- Collaborated with a Graphic Designer, Website Designer and an Editor to create a film poster, website, trailer, title, credits and graphics
- Distributed and submitted the film to a dozen of international film festivals, 3 of which selected us and showed our film to a diverse audience

EDUCATION

Google Project Management Certificate

January 2022 - May 2022

The American University in Bulgaria

September 2013 - May 2017

Bachelor of Arts in Business Administration
Minor in Economics and Fine Arts

SKILLS

Methodology: Waterfall, Agile, Scrum, Project Planning, Project Charter, Project Tracking

Computer: Microsoft 365, Google Workspace, Adobe Creative Suite, Trello, Slack, Figma, Salesforce, Unity

The Lee Strasberg Theater and Film Institute: Directing, Acting, Screenwriting, Improvisation

Language: English (fluent), Georgian (native), Russian (advanced)