

# BRYANT MARTIN

BUSINESS EXPERT | PROFESSIONAL ACTOR | SALES STRATEGIST | CLIENT ADVOCATE

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## PROFILE SUMMARY

Highly motivated, personable, and resourceful Professional with exceptional business acumen, broad technical, operational expertise, and superior people leadership skills. Proven high-achiever with track record of success in goal oriented, highly accountable customer service environment. An entrepreneurial minded leader with exceptional communication skills, team collaboration, and outstanding ability to think creatively and identify/resolve problems.

## AREAS OF EXPERTISE

- Business Development
- Strategic Planning & Execution
- Acting/Film Production
- Sales Maximization
- Coordination & Scheduling
- Team Development & Mentoring
- Customer service/Satisfaction
- Marketing and Social Communications
- Corporate Growth Initiatives
- Reporting & Documentation
- IT/Microsoft Office Suites
- Excellent communication skills
- Seasoned in conflict resolution
- Effective time management skills
- Excellent Initiative/Work ethics
- Possess strong attention to detail and excellent problem solving skills

## EDUCATION/CERTIFICATION

UDEMY, ONLINE

**Consulting/Entrepreneurship/  
Business Administration**

**Jan 2018 - Present**

THE AMERICAN MUSICAL AND  
DRAMATIC ACADEMY, NEW YORK,  
NEW YORK

**Acting**

**Oct 2005 - Feb 2007**

TROY AREA SCHOOL DISTRICT,  
TROY, PENNSYLVANIA

**General Education**

**Aug 2002 - Jun 2005**



## PROFESSIONAL EXPERIENCE

### Varied, New York, New York

#### Actor

**Jun 2007 - Present**

Performed in more than thirty professional theatrical productions, traditional musical theatre, straight plays, film, TV, as well as a mime show. Maintained high fitness and health level, appearing in several television shows, including Forever on ABC, Quantico on ABC, and The Jack and Triumph Show on Cartoon Network.

### Canard Inc., New York, New York

#### Server/Bartender/Driver

**Mar 2007 - Jun 2019**

Maximized productivity while managing several high profile events for Sports Illustrated, God's Love We Deliver, Vanity Fair, Esquire, and GQ. Set up and broke down parties with hundreds of attendees. Successfully drove fifteen passenger vans to locations in New Jersey, Westchester, and Long Island. Coordinated rental companies and caterer, facilitating timely delivery of all materials in the desired location.

### The Endless Mountains Film Festival, Wellsboro, Pennsylvania

#### Founder

**Sep 2016 - Sep 2018**

Screened hundreds of films from across the world in over ten different languages. Worked collaboratively with filmmakers, website construction, creating film showing schedule, detailed film descriptions, marketing, media, video editing, and customer relations. Named one of the "Top 100 Film Festivals in the United States" by Film Freeway.

### The Rubicon Project

#### Online Advertising Quality Control Specialist

**Jan 2015 - Jan 2017**

Oversaw all online advertising campaigns and met aggressive lead and conversion goals. Processed thousand of ads weekly, achieving 99% ad accuracy, brand visibility, and SEO optimization. Worked from all over the U.S; trained and mentored new team members.

### Robbins Wolfe Eventeurs, New York, New York

#### Server/Bartender/Driver

**Jan 2010 - Jan 2015**

Recognized for great work attendance at the high end beach club located in the Hamptons and catered for the most well-known and influential people in the country. Assisted VIP clients at their private estates. Provided multi-tasking team playing skills as one of the elite staff for the prestigious Hampton Classic.

## CORE COMPETENCIES

- Documented track record of leadership, team development, and business success
- Relentless pursuing new project opportunities as well as new customers
- Advanced level of prospecting and consultative selling experience
- Excellent verbal and written communications skills
- Cultivate lasting relationships with customers to grow customer loyalty
- Maintain an active pipeline of forecasted business that met monthly, quarterly and annual quota objectives

## PROFESSIONAL AFFILIATIONS

- Member of SAG-AFTRA Professional Union for Film and TV Actors
- Member of Actors Equity Professional Union for Theatre Actors

## AMC Theatres, New York, New York

### Customer Service Relations

May 2009 - Jan 2010

Promptly responded to customer concerns and inquiries as regard refunds, movie schedules, and outside event scheduling. Managed time and productivity expectations, providing prompt and accurate service that promoted customer loyalty and satisfaction. Led cleaning team in delivering high quality exceptional service.

## Coogan's, New York, New York

### Server

Jan 2008 - Jan 2009

Served a high volume of customers and was entrusted with important clients and large groups. Consistently achieved the highest customer satisfaction and retention rate. Performed on karaoke night and increased profitability by 25%. Maintained the highest standard of sanitation for the safety of all customers.

## OTHER EXPERIENCE

## Uber/Lyft, San Francisco, California

### Driver

Jan 2017 - Present

## Via, New York, New York

### Driver

Nov 2019 - Present

## Reebok Sports Club New York, New York, New York

### Receptionist

Apr 2007 - Jul 2007

## Willow Knoll Farm, Granville Summit, Pennsylvania

### Laborer

Aug 2001 - Oct 2005



## AWARDS AND HONORS

Nominated for "Best Performance by a Lead Actor in a Musical" for Curly in Oklahoma

Won the Winding River Players Scholarship for Theatre