

Douglas Stark
Account Manager – Project Manager - PMP

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310-927-4135

CAREER SUMMARY

Media/Technology Account Executive and Project Manager experienced in selling and driving educational and creative projects to successful completion for enterprise-level companies and institutions. Expertise in educational technology/online publishing/media products, processes, and services, as well as managing projects and events focused on improving educational outcomes for students. Creative problem-solver, team leader, vendor and budget manager with strong organizational and interpersonal skills.

PROFESSIONAL EXPERIENCE

BUSINESS DEVELOPMENT MANAGER

MobLab – Pasadena, CA

Feb. '18-Current

Managing Western Region colleges and universities with adoption and implementation of interactive games/experiments used to teach business and economic concepts.

SENIOR ACCOUNT EXECUTIVE

New Horizons Learning Group – Burbank, CA

Sept. '13-Feb. '18

Developed new business and grew existing enterprise accounts for industry-leading software education firm. Created and executed strategic digital marketing plans and sales initiatives. Primary Project Manager for designing curriculum and implementing multi-stage custom training events. Managed workflow and streamlined processes for client LMS installation and updates, contractor and vendor relations, invoicing and payment schedules, and advised clients about educational pathways for certification in emerging technologies. Major clients included The Walt Disney Company, Motion Picture Association of America, Dole, Sunkist, and other global companies.

LEARNING SOLUTIONS CONSULTANT

Cengage Learning -- Los Angeles, CA

Nov. '09-Mar. '13

Digital & Publishing Sales and Project Management Consultant for top-tier colleges and universities with expertise in web-based educational projects, learning management systems, and sales-focused event promotion. Managed territory and grew enterprise accounts with \$3 million yearly revenue while leading product presentations, faculty training, and technology implementation. Signed educational authors, referred reviewers, and consulted on content development. Provided recommendations for content rights, image licensing for both print and digital.

PROJECT DIRECTOR (Freelance)
ZoomTilt/VistaPrint – Los Angeles, CA

Nov. '12 – Feb. '13

Created and produced branded original content for web-based promotional/advertising initiative for client partner.

ZoomTilt/DirecTV – Los Angeles, CA

Aug. '10 – Oct. '10

Created and produced branded original content for web-based promotional initiative for DirecTV through Filmaka.com.

PROJECT MANAGER/PRODUCER (Freelance)
Warner Bros./NBC Universal/Paramount/Fuel TV/E! Entertainment

2003-2009

Supervised production staffs, managed \$2 million per episode budget, wrote scripts and lead research initiatives, maintained post-production schedules within tight deadlines and provided creative input for final deliverable to network/studio. Obtained image rights and clearances, controlled scheduling and hiring, and secured program sponsors.

ACCOUNT MANAGER
Morris Communications – West Coast

2007-2009

Creative and Production manager for digital, print, and collateral advertising and media plans. Organized market research for use in advertising campaigns, created and coordinated web development, initiated and managed broadcast and print advertising projects (clients included Hyatt Resort Hotels).

INTERACTIVE GAME DEVELOPER
Legacy Interactive – Los Angeles, CA

2001-2003

Created, developed, and managed “AAA” award-winning mystery interactive game covering 100+ branches and levels from inception to delivery.

SKILLS/PROGRAMS

Adobe Creative Suite (Photoshop, Flash, Acrobat, Dreamweaver, InDesign, Illustrator); Editing – Adobe Premiere and Avid; MS – Project, Excel, PowerPoint, Outlook; Project Management Professional certification; CRM – MS Dynamics, Salesforce.

EDUCATION

San Francisco State University – Bachelor’s Degree in Cinema/Communication