

DUSTIN W. QUINTEROS

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OBJECTIVE

Provide creative expertise and introduce innovative techniques in film making through; screen writing, production assistance, editing, and directing.

QUALIFICATIONS

Audio-Visual/Multi-Media

- Over 20 years' experience in Audio Visual Field: Assigned to daily operations and maintenance of audio- visual setups, multi-conferencing systems, and video/audio editing, recording, and format conversions
- Knowledge and concept of training coordination, organization and supervision of large groups of personnel
- Proficient with non-linear editing programming, including AVID Media Composer, Final Cut Suite, Sony Vegas Pro, Acid Studio Pro, DVD Architect Studio
- Comprehensive knowledge of common communication protocols and services used in large video conferencing and audiovisual networks
- Proficient with Macromedia and Adobe Programming to include; After Effects, Flash, Dreamweaver, Photoshop, Illustrator
- Proficient with Microsoft Office to include; Microsoft Word, PowerPoint, and Excel spreadsheets

Sales

- Consistently demonstrated success in audio visual equipment sales with impeccable customer service skills
- Increased prior annual sales of \$65,000.00 to \$350,000.00 within 10 months, which resulted in an overall annual increase of 53%
- Increased sales by 53% while reducing labor cost by 54%; increased the yearly net contribution to 53% and maintained a 98% business capture rate
- Award Winner, "Most Effective Profit Center" for 3 of 4 annual quarters, Profit Center of the Year 2003, 2007

Management

- Over 15 years of management experience in audio-visual field: Responsible for supervising, training, and scheduling staff; proven ability to enhance employee relations and secure contracts with clients and provide exceptional customer service
- Assigned to daily operations and maintenance of audio-visual setups and schedules for Fortune 500 company, with over 1500 employees to include 900 attorneys
- Responsible for providing top level service, via consultation, coordination, and multi-media planning for mock trials, litigations, training and development, and video conferencing
- Researched, purchased, and supervised installation of state-of-the art audio/video system for video conferencing
- Supervised the production and design of posters, pamphlets, programs, slides and video presentations and other marketing and public relations materials

PROFESSIONAL EMPLOYMENT

<i>Operations Director, Audio Visual Services, American Audio Visual Center, Atlanta, GA</i>	September 2012 – June 2013
<i>Multi-Media Specialist, Alston & Bird LLP, Atlanta, GA</i>	May 2007 - August 2009
<i>Director of Audio Visuals Services, Swank Audio Visuals, Atlanta, GA</i>	September 2004 - May 2007
<i>Assistant Director of Audio Visuals, Swank Audio Visuals, Atlanta, GA</i>	March 2002 - September 2004
<i>Multi Media Illustrator/Sergeant, United States Army, Fort McPherson, GA</i>	September 1993 - June 2002

EDUCATION

<i>Bachelor of Fine Arts, Digital Filmmaking & Video Production, The Art Institute of Atlanta, Atlanta, GA</i>	2012
<i>Associates in General Studies, Cochise College, Sierra Vista, AZ</i>	1999
<i>Manager Training, United States Air Force, Lowery AFB, CO</i>	1993
<i>Multimedia Illustration Training, United States Air Force, Lowery AFB, CO</i>	1993

CERTIFICATIONS

Certificate, Polycom RMX 2000 Technical Maintenance Course
Certificate, Polycom CMA/ Polycom MGC 25/50/100 System Administration Training
Certificate, Polycom RSS 2000 Technical Operations Training
Certificate, Picture Tel Inverse Multiplexing Hands-On/ Videoconferencing H.320 and Networks/ Technical Maintenance

AWARDS

<i>Army Achievement Medal -U.S. Army Signal Command, Ft Huachuca, AZ</i>	July 1999/November 1997
<i>Good Conduct Medal - U.S. Army</i>	1997-1999/1993-1996
<i>Army Achievement Medal -194th Maintenance Battalion, Camp Humphreys, Korea</i>	April 1997/April 1996
<i>Army Commendation Medal -Third U.S. Calvary, Ft Bliss, TX</i>	March 1996/April 1995
<i>Army Commendation Medal -335 Signal Command, East Point, GA</i>	May 2002
<i>Army Commendation Medal - U.S. Third Army, Ft McPherson</i>	May 2001