

# Sean Amos

**The Striver**

(443)416-5620 Seanamos35@gmail.com

## Objective

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Actively looking to acquire a fulfilling, yet challenging position in the dynamic Customer Success or Account Management field. Cultivating my distinctive and exceptional ability to dissect & accommodate the needs of clients, while providing them with attentive service for a memorable experience.

## Education

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**University of D.C.** Business Marketing  
**Baltimore County Community College** Marketing & Entrepreneurship  
**Eastern High School** Aug. 2000-June 2004

## Qualifications and Activities

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- Initiating & Planning Projects Certificate from University of California Irvine
- Results focused, strategic, & detail oriented – recognized for exceptional customer attention Excellent multi-tasker, with recognizably outstanding interpersonal and communication skills
- Solutions first attitude, with an ability to work effectively across various internal & external levels
- CRM Software expertise- Alert Management Systems, Office Administrative Proficiency- Microsoft Office, Outlook, Google Suite

## Relevant Experience

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- Sept 2022-Present **Signature Elevated** Events Sales Support Specialist Los Angeles, CA
- Coordinate materials, invoices, and delivery through Alert Management Systems, while anticipating and correcting any problems that arise.
  - Develop trusted, personal relationships with clients, driving successful events from event inquiry, consultation, development and completion- from individuals, country clubs, and movie studios.
- March 2019- Sept 2022 **Bright Event Rentals** Client Experience & Event Consultant Los Angeles, CA
- Successfully coordinate, track & facilitate events at major schools and festivals including USC, UCLA, The Grammys for up but not limited to 300+ attendees.
  - Expertise in interior and set design, floor planning, arrangement and entertainment.
  - Offer planning, consultation, and execution for professional planners, PR consultants, catering companies, and day to day clients in person and via phone.
- Dec 2017- March 2019 **JoyMode** Event Facilitator Los Angeles, CA
- Observed for stellar day to day customer interactions, while remaining punctual with in-person events
  - Leader in efficient operations management- coordinating special deliveries, and managing my routes.
  - Assist the team in organizing, and preparing custom orders for delivery, while managing larger events with packages such as photo-booth rental
- March 2015-Dec 2017 **Allied Party Rentals** Event Sales Coordinator Washington, DC
- Consistently exceed sales goals, contributing to record-breaking multi-million dollar months at the largest tent & rental company in the D.C. region
  - Provided strategy and implementation for organizing bookings and methods for development with regional events such as the Presidential Inauguration, National Book Festival, and City Lights Festival
  - Praised, and rewarded for my dedication, leadership, and account management and growth with customer service for small clients to large festivals and annual events, while managing office process
- June 2014-February 2015 **AAA Rentals** Office Assistant Upper Marlboro, MD
- Excelled in detail oriented customer service and sales in a fast-paced environment centered in face-to face interaction and order fulfillment, data entry, and sales. A large focus on the growth of the companies partnerships, as well as delighting individual customers on a daily basis
- June 2013- March 2014 **Baltimore City Paper** Account Executive Baltimore, MD
- Intense, mandated cold calling, to execute a quick, comprehensive sales turn-around, creating custom marketing plans, incorporating Print and Online marketing to grow local businesses.
  - Exceeded Monthly Quotas by up to 140%, and continued to manage and cultivate accounts