



Robert Bates

HOME

2345 Newport Blvd, H105



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Profile

I feature an accomplished Management and Operations background in Event Sales/Design/Decor/Fabrication/Coordination and Production, as well as Travel Planning/Booking.

Adding to my Travel, Event Management experience, 15+ years in the music products industry, I've directed a global position with **NAMM** (National Association of Music Merchants) representing technology to IT and Chief Executives, as the Music Industry Technology Manager. I formed **Blue Jewel Go Travel** Destination Management for corporate and groups to experience the very best in air and cruise travel.

I'm certain I will be a valuable asset to your team of professionals.

Experience

VP Sales, Blue Jewel Go travel, Sebastian, FL - 2020-Present.

Function:

Plan/Organize Group and Private Travel. Book entertainment and corporate "themed" events as part of a complete package for destination travel.

Sales Manager, Above The Top Party/Events, Santa Ana, CA - 2018-2020.

Function:

Manage sales/event producers and market growth. Create new and emerging event decor concepts and design, web services, and customer service operations.

Sales Office Manager, Signature Party Rentals, Santa Ana, CA - 2016-2017.

Function:

Manage a team of 20+ sales and event managers between 2 separate California locations. Maintain and manage company website, call center phone system, and customer service operations.

VP Sales & Business Development, BTB Event Productions, Costa Mesa, CA - 2009-2016.

Function:

All aspects of large scale event production in the busy L.A. area including; Concept, Design, Planning, Prop/Decor, A/V, Sound, and Lighting. Special areas of event support including; on-site coordination, Live Entertainment Production Manager.

President, Deal Nerds & Home Helper Solutions, Ladera Ranch, CA - 2005-2009

Function:

Design and install new flat-panel HDTV's and home theatre systems. Determine future and current consumer electronics purchasing, and update web site with these products at competitive prices. Manage vendor relations and accounts.

Plan and Design total house restorations, purchase and install products to refurbish homes adding extra "Bling", while also being "New Technology-Ready" to help the properties stand out. Market and sell designer restored homes.

Industry Technology Manager, NAMM- the International Music Products Association, Carlsbad, CA - 2001-2005

Job Responsibilities:



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NAMM International technology liaison to support members, and lead industry supply chain technology work-groups and the Board of Directors technology committee.

Raise awareness through writing bimonthly articles, public speaking, web content, PR/marketing, phone/e-mail support, national travel to support member initiatives and assist in implementation.

Keep abreast of current and emerging technologies and supply chain processes. Work with standards groups to drive supply chain standards for the industry.

Sales Manager, Operations/Special Projects Manager, Guitar Center Mgt, Westlake Village, CA - 1988-2000

Job Responsibilities:

Starting in floor sales, then promoted to sales manager before moving to corporate management to analyze retail store operations and institute improved efficiency processes. Provide store operations support. Assist in new store openings and acquisition conversions.

Work with industry standards task groups to define supply chain business requirements. Helped define bar coding standards and coordinated implementation with suppliers.

Special Recognition/Awards:

Guitar Center Innovators Award, 3.1.1999: "In recognition of your ability to enhance business operations through creativity and innovation".

Guitar Center Outstanding Service Award, 7.14.1997: "In recognition of your ability to give the best in quality service to both customers and coworkers".

Education

Financial Institute of San Francisco, CA - Series 3 License Graduate

Rubidoux High School, Rubidoux, CA - High School Graduate

Skills

Accomplished event and trade-show design and production manager, both senior business manager as well as on-location live hands-on management, to also include travel destination management.

Seasoned musician including guitar, keyboards, lead vocalist.

Polished public speaker, trade show representative, and trade publication author. Experienced traveler.

Public Relations / Marketing concepts and delivery via direct contact, promotion videos, and the Internet. I'm an experienced traveler, polished public speaker, and music performer.