

Mark D. Grant

Contact through the form on the Contacts page at www.LastHorizonFilms.com or www.MarkGrant.com

QUALIFICATIONS SUMMARY:

A leader by example. Sees the big picture and streamlines process and budget in order to complete projects. Possesses a highly creative and technical aptitude. Excels at troubleshooting. Skilled at approaching projects from a logical but unique perspective. Engages individuals by helping them attain the next level of performance. Has the spirit of an entrepreneur.

CAPABILITIES INCLUDE:

- Film/Video Production and Direction
- Post Production Supervision
- Writing, Editing and Concept Development
- Project Management/Resolution Management
- Marketing and Sales Design and Management
- Hardware and Software Proficiency

SOFTWARE & HARDWARE INCLUDE:

- Various MS Applications inc. SQL Server
- MS Server/Workstation OS
- Avid Xpress DV
- Hardware & Network Build/Repair Proficiency

EXPERTISE HIGHLIGHTS:

Film and Video Production

- Developed content, produced and directed the Guide to Lacrosse DVD series and Soupbone Throne Music Video. Wrote and edited the Guide to Lacrosse DVD series and Serial Intentions, a full length feature, distributed by Showcase Entertainment. Negotiated all crew and talent contracts for e-Synergy Infomercials. Performed post-production supervision for Serial Intentions and e-Synergy Infomercials, including the negotiation of a worldwide delivery deal with Showcase Entertainment on behalf of Last Horizon Films.

Marketing and Sales

- Managed the US Inside sales team with a focus on prospecting and sales support. Developed and oversaw production of online webinars/commercials for Exact Software operations in North America. Worked with Product Management in developing and conducting webinars for product demonstrations. Created sales and marketing strategies and collateral for ERP Software Reseller. *Held top global reseller status from 1997 until 2001.* Developed marketing strategies, print collateral and 3rd party partnerships for reprographic company. Developed and implemented marketing principles and collateral for tanning and video business, achieving over \$400,000 in gross annual sales in 3 years.

IT and Systems Operations

- Managed all systems in a 45-person office (internal and remote) for ERP Software Reseller. Maintained NT, Citrix, and Exchange servers and workstations, software and hardware, and all necessary support for staff. Implemented the Cisco VOIP system in 15 North American offices and supported a workforce of 500+ with a two-person staff. Worked cooperatively with outside consultants to consolidate over 35 Internet and telephone providers to the goal of cost reduction and efficiency. Developed an Inventory Management, Cost Analysis and Payroll System (Lotus Symphony) for a tanning salon/video store operation.

EMPLOYMENT HISTORY:

Owner	Last Horizon Films	1997-Present
Marketing, Inside Sales Manager, Global IT Staff	Exact Software	1997-2008
Retail Operations, Outside Sales	Strato Reprographix	1995-1997
Owner	Suncraze Tanning & Video	1985-1995

EDUCATION:

Northern Essex Community College 1999

NE Broadcasting School 1981 - 1983

Boston State College 1979 - 1981

University of Lowell 1978 - 1979

Coursework including Project Management, Directing & Producing

REFERENCES AVAILABLE UPON REQUEST