

SEAN O'HARE

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Professional Highlights

- National and international award-winning content producer with experience in music videos, web, films, and commercials
- Negotiated and won Coupons.com national campaign in competition with multiple production companies in the Los Angeles area
- Dubbed “Mr. Possible” by co-workers and collaborators by making impossible situations a reality

Professional Experience

Guerilla Wanderers Films | San Jose, CA | 2009-Present

Producer/Executive Sales Manager

- Create multiple proposals for clients and oversee budgeting process for all productions.
- Responsible for developing projects from conception to completion within the given budget.
- Create realistic timelines to effectively manage expectations and regularly meet established goals.
- Independently developed customer-specific proposals and led sales presentations, targeting Bay Area established and start-up tech companies.
- Redesign business operations by implementing new processes, leading to an increase of sales by 140%.
- Manages a team in pre-production, production, and post-production stages of filming.
- Natural sense of narrative, montage, and rhythm both technically and creatively.
- Mentor for organization's intern programs.
- Leverages strong verbal communication skills with clients, crew, and talent.



Guerilla Wanderers Films | San Jose, CA | 2008-2009

Sales Manager

- Provide support to Executive Sales Manager for larger client opportunities.
- Build trust and a positive working-relationship with all key clients by understanding their needs and working throughout the production process to ensure customer expectations were exceeded.
- Continually following up with potential clients to move the relationship forward.
- Represent the company as a credible and professional supplier of quality productions.
- Establish sales team objectives and priorities in alignment with organization priorities.



Guerilla Wanderers Films | San Jose, CA | 2007-2008

Production Assistant

- Responsible for a wide variety of pre-production, production and post-production tasks critical to the successful execution our films and commercials.
- Coordinat schedules and travel across production team.



Education

San Jose State University | San Jose, CA
Bachelor of Arts – General Sociology

Proficient in

Final Cut X, Numbers, Microsoft Word, Excel, PowerPoint