

DAMIAN 'CHIP' DIZÁRD

chip.dizard@gmail.com

Dynamic, motivated and highly qualified professional with extensive experience in video production / marketing, web development, and creative design for diverse organizations.

SUMMARY OF QUALIFICATIONS

- 7+ years of experience in web development; 4 years experience as a video editor / producer.
- Launched a redesigned version of <http://www.baltimorecity.gov/> scheduled for completion within 120 days, finished in 94 days from project start; saved the City of Baltimore \$25K in web development fees.
- Increased Nielson Ratings by 68% for a low-rated television broadcast: *The Encounter Television Broadcast on the CW Baltimore Channel 54.*
- Enthusiastic individual with excellent work ethic, successfully interact with decision makers at all levels of operations and skilled in developing strong rapport with individuals from all walks of life.
- Excellent qualifications in strategic planning with comprehensive knowledge of management, organizational development, team building and project execution.
- Mission oriented with strong interpersonal and excellent persuasive skills; able to function as a productive team member, lead a team, or accomplish tasks without supervision.

VIDEO PRODUCTION / EDITING • CREATIVE DESIGN • WEB DEVELOPMENT

PROFESSIONAL EXPERIENCE

CREATIVE DIRECTOR

ABSOLUTE PRESENCE

May 2002-Present

Baltimore, MD

Creative design agency specializing in web development and creating interactive experiences for clients; small Minority Business Enterprise (MBE) company with 5 employees.

- Develop and maintain plan for client's Internet presence based on its management priorities, policy directions, and goals.
- Oversee all web site and video projects in complete cooperation with clients while simultaneously ensuring these are completed on time, on target and within budget.
- Create enhancements and modifications to web sites, organize and maintain sites, assess new standards, technologies and trends, and formulate strategies for future enhancement of web sites.
- Program PHP, CSS, XML, and XHTML and upload pages to web sites.
- Produced database driven websites with Joomla, Drupal and our custom PHP based CMS.
- Ensure that web sites are accessible from a variety of different environments; produce a consistent visual image on client web sites including maintenance of templates and image archives.
- Make sure that web pages / images are delivered to viewers at sufficiently high speed and quality; create image links, ensure all links are up to date, and update information so content is always current / fresh.
- Troubleshoot and repair bugs and problems; respond to web designer mail, and provide and analyze traffic statistics and related reports.

- Develop, research, write, edit and create layout for new sections / features as requested by clients.

SALES EXECUTIVE

February 1998-February 2002

M. HAYES & ASSOCIATES

Timonium, MD

Leading managed care company with a commitment to quality service that provides nationwide services to insurance companies, the self-insured, and governmental entities.

- Sold medical and vocational case management services to insurance companies, self-employed insured companies and third part administrators; managed a \$300K book of accounts.
- Prospected to identify and qualify new potential customers which included cold calling and development of leads through referral channels, to generate appointments and establish relationships.
- Collected proper account information and identified appropriate contacts at each prospect to maximize marketing / partnering relationships; expanded business by 45% during 1st year of tenure.
- Managed the pipeline of opportunities from current and prospective customers to ensure that sales goals were met; managed time and commitments to ensure priority opportunities moved quickly through the sales cycle.
- Completed all sales paperwork promptly, thoroughly and accurately to ensure company profitability and maximize its ability to deliver quality services in an expedient manner.
- Wrote letters and followed up to ensure clients received accurate, quality services.

ADDITIONAL EXPERIENCE

- **Assistant Manager / Interim Manager / Account Manager**, Kinko's Inc., Towson, MD.
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EDUCATION AND TRAINING

BACHELOR OF ART IN ENGLISH / MASS COMMUNICATIONS

COPPIN STATE UNIVERSITY

Baltimore, MD

GPA: 3.2 • Video Producer – College TV Station • Columnist – College Newspaper

SPECIALIZED TRAINING

- **Certificate in Web Development**, Community College of Baltimore County, Catonsville, MD.
 - **Interned for State Senator Delores G. Kelley**, Annapolis, MD.
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PROFESSIONAL ASSOCIATIONS

- **Member, Baltimore Videographers Association**, Baltimore, MD, 2008.
- **Program Mentor / Volunteer, National Foundation for Teaching Entrepreneurship** Baltimore, MD, 2007-Present.
- **Webmaster / Newsletter Editor, 10th District Democratic Club**, Randallstown, MD 2004-Present.