

# David W. Hughens

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## PROFESSIONAL EXPERIENCE

*2000 – Present: Thumbprint Communications* – Trainer/Account Director/Consultant

- Designed and presented communications skills and brainstorm training workshops for Fortune 500 companies.
- Managed accounts and scheduled training classes for Thumbprint clients.
- Handled new business development, wrote and presented sales proposals.
- Facilitated brainstorm sessions in product design, marketing and strategic development for Thumbprint clients.
- Designed presentations in Power Point, managed account records with ACT and used MS Office for communications and writing projects.

*1996 – 2000: IKON Office Solutions* – Sales Consultant/Color Sales Specialist

- Developed and managed relationships with large client base in highly competitive sales market.
- Presented solutions through consultative selling methods from Office Managers to C-level Executives.
- Managed large geographical territory as an overlay for sales representatives, providing sales skills and technical skills support and training.
- Consistently overachieved sales quota while procuring new business through cold calling and dogged persistence.
- Conducted client and sales representative training sessions for systems and software as a product manager.
- Managed accounts and sales calls using ACT. Prepared proposals using MS Office.

*1993 – 1996: Ad Shop/EBSCO Media* – Electronic Prepress Technician

- Handled communications as liaison between customer and printing process for the highly technical electronic prepress department.
- Scheduled and managed daily deadline workflow through prepress service bureau.
- Twenty years of experience. Software and programming: QuarkXpress, Illustrator, PhotoShop, Microsoft Office, GoLive, PageMaker, HTML, XHTML, CSS, etc. Hardware: Mac and PC's, numerous storage devices, Scitex RIP, Scitex Dolev 200 & 400, Agfa Avantra and Accuset, Linotype-Hell drum scanner and IRIS color proofing systems.
- Managed workflow and output through centralized print spooler/server. Handled maintenance and troubleshooting.
- Executed color correction, photo retouching and trapping for printing projects on Scitex Prisma and Macintosh.
- Performed scanning operations and color balance in electronic prepress department.

*1991 – 1993: ADRtoday Magazine* – Managing Editor/Art Director/Sales

- Managed production, design, layout and printing of monthly magazine ADRtoday (Alternative Dispute Resolution Today) for the Alabama Mediation and Arbitration Center.
- Designed and developed content and established editorial style of magazine.
- Supervised writers and managed the writing schedules while handling all editing functions for the magazine.
- Trained as a professional mediator. [AAA certified]

1990 – 1991: **American Pipe and Supply Company** – Sales Representative

- Managed large account base and geographical territory.
- Handled job bids and delivered technical proposals for clients.

1988 – 1990: Westbrook Productions – Executive Producer/Writer/Director/Editor

- Formed Westbrook Productions Inc. to produce the feature length film Elvis' Grave; only the second feature film produced in Alabama, by a native Alabamian and the youngest producer to ever do so.
- Directed cast and crew of forty-five people during film production.
- Managed and coordinated six subcontractors during the postproduction.
- Raised \$300,000 through private investors for film production.
- Researched and wrote business plan to procure investors.
- Organized cast and crew, secured locations, budgeted and scheduled production.
- Executed the editing of sound and picture in both videotape and film format.

### **EDUCATION, ACTIVITIES and OTHER**

Auburn University – Marketing and Adult Education 1987

Member Pi Kappa Alpha fraternity – Alumni Relations Chairman 1986

Member ASTD American Society for Training and Development

IKON University Sales Training – Two Week course 1999

Sharp Electronics Sales Training – One Week course 1996

American Arbitration Association, Mediator Certification – 40 hours 1992

Training seminar – Loyola-Marymount University, LA, CA – Film Production 1988

Training seminar – USC, LA, CA – Production/Marketing Films for Video 1988

Big Brothers of Alabama, Recruitment Committee Chairman, Board of Directors

Author/Publisher – The Imagination Block

*-- References upon request --*

*-- visit [www.hughens.com](http://www.hughens.com) for more information --*