

DENNIS G. POTAMIANOS

Lombard, IL 60148 ☎ (708) 341-8878 ☎ dpotamianos558@gmail.com

PROFESSIONAL EXPERIENCE

Astound Broadband, Chicago, IL

October 2023 – Present

Marketing Events Manager

- Organized & coordinated with local entities, including Chambers of Commerce, local Governments & Non-profits to hold Marketing & Sales Events, leading to increased lead generation & sales output.
- Built Online Review Initiative to successfully increase customer retention rate by 50% in midwestern service footprint.

TrueHooligan LLC, Chicago, IL

January 2021 – Present

Owner & CEO

- Production Co. Launch, including administrative & operational duties; casting, raising financial investments, acquiring legal permits, contract drafting, marketing & promotion, etc.
- Sound Designer for “Co-kee!” Animated Short; 1st Place for Best Sound Design - 2021 Sydney Indie Short Festival, Winner of Best Animated Short - 2021 Vesuvius International Film Festival.
- Executive Producer & Sound Designer for “Knightlights & Teddy Bears” Animated Short.
- Executive Producer & Sound Designer for “Haunted Halls” Short Film (In-Production).

TechNexus Venture Collaborative, Chicago, IL

March 2017 – July 2023

CRM Manager & Business Development Coordinator

- Created and developed a Full-Visibility Sales Ops Pipeline of 5,000+ Deals to support VP of Strategy in utilizing CRM Platforms HubSpot & Pitchbook.
- Oversaw a sales funnel of 200+ potential clients for Corporate Partnership Opportunities, specifically to leverage internal Portfolio Start-up investments to grow revenue streams and investment thesis.
- Built infrastructure, cleaned & maintained all Company Partner & Pipeline Data for sales enrichment use & legal filing; large-scale migration of 25,000+ number of companies with 28,000+ associated contacts.
- Created supplemental materials for potential outreach; ind. landscapes, company analyses, & investment thesis decks.

Production Coordinator

May 2017 – March 2019

- Managed 800+ events per quarter; set up and tear down of conference and boardrooms, both internally and externally, including audio and visual set up.
- Facilitated usage as resident audio engineer of 3 tenant podcasts using in-house studio and editing booth. (Studio launch + full cycle pre & postproduction)
- Main point of contact for ~300 employees in assisting with Information Technology troubleshooting of tenants’ network & server issues for 65 companies in residence.
- Regular maintenance; including tracing network cables & port switches, replacing access points, and installation / application of YAMAHA & SHURE wireless microphone systems for 12 conference rooms & 65 offices across space.

IHSA, School District 208 Brookfield, IL

July 2016 – August 2017

Athletic Assistant (part time during Graduate School)

- Assisted high school referees and other officials at events within the Chicago Metro-Suburban Conference of IHSA.

Errand Solutions, Chicago, IL

June 2015 – April 2016

Vendor Prospector

- Researched competitive information for national accounts.
- Edited marketing copy and created collateral for 20 marketing material documents.
- Prospected 50 new vendors for potential new partnerships and clients for targeting and outreach.
- Traveled to various national on-site locations to support & execute various events held in the southwest US.

TECHNICAL SKILLS

- Microsoft Office Suite (Word / Excel / PowerPoint / Outlook)
- Graphic Software Applications (Digital Signage / Splashtop Streaming)
- Various Sales Data Enrichment Software (CRM Technology: HubSpot / Pitchbook / Notion)
- Audio Production Software (GarageBand / Adobe Audition / MIDI Audio Recording / Dante Network)
- Audio Production Hardware (Various grip duties; location scouting, microphone set-up, lighting, recording)

EDUCATION

- University of Illinois Champaign-Urbana, Bachelor of Arts Degree, Communication Graduated May 2015
- DePaul University, Master of Arts Degree, Media & Cinema Studies Graduated June 2019

INTERESTS & ACCOMPLISHMENTS

- Eagle Scout of Riverside, IL Troop 24
- Phi Kappa Theta Fraternity, Co-founder and Social V.P.
- Daughters of Penelope Greek Scholarship Award and the Louis Armstrong Jazz Musicianship Award