

David V. Cavallero

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HIGHLY-SKILLED PRODUCTION ASSISTANT

Set/ Office - Staff / Additional

Production Management / Project Management / Schedule Control

Objective: To apply extensive business expertise to a new career and new challenge in media, film, and television production.

An energetic, seasoned professional in both project and program management. Formal course studies completed in film production, budgeting and scheduling, set and office operations and attendant production paperwork. Excellent project management, business communications, and interpersonal skills. Proven performer under time sensitive, stressful situations. Professional, dependable, and ambitious self-starter with a strong work ethic and an intense desire to transition careers to the Media & Entertainment industry.

Core strengths include:

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|----------------------------|---------------------------|-----------------------------|
| ❖ Budget Control | ❖ Relationship Management | ❖ Production Support |
| ❖ Schedule Control | ❖ Project Management | ❖ Project Team Coordination |
| ❖ Executive Communications | ❖ Business Development | ❖ Production Reporting |

PROFESSIONAL DEVELOPMENT

Bachelor of Science – California State University, Los Angeles, CA

Media Certificate Courses – Apple Final Cut Pro (certification Sept.2009); Film Budgeting; HTML

Producers Diploma – Hollywood Film Institute

PA Bootcamp – Production Assistant Workshop

EA Partners – Production Scheduling Workshop

EA Partners – Production Budgeting Workshop

Business Certificate Courses – Financial Statements and Analysis; Strategy; Strategic Partnering

PRIOR PROFESSIONAL EXPERIENCE

IBM Corporation

Senior Program Manager

Somers, NY

Executive Initiatives, Software Group Technology & Strategy

2004-2009

- ❖ Senior manager driving a group level technical milestone program resulting in the successful launch of 30 high-impact product offerings, generating over \$90M in yearly revenue.
- ❖ Eliminated the loss of over \$20M annually in product license revenue by forming and leading a multi-discipline work group charged with finding an innovative and workable solution. Pursuant to this work a new pricing model and new support technologies were adopted mitigating further revenue erosion.
- ❖ Directed a \$4M technology innovation initiative providing oversight, proposal development, evaluation, investment tracking, status outcome, and disposition of fifteen advanced technology innovations.
- ❖ Generated \$30M plus in revenue through expert negotiations of two major business partner agreements.
- ❖ Personally procured over \$1M in technology grants from a major "chip" manufacturer.
- ❖ Drove adoption and conformance for corporate policies and procedures across the division.
- ❖ Designed and developed internal Wiki sites for IBM's global technical community.

- ❖ Spearheaded the launch of IBM's first cloud computing product offering through leadership and collaboration with advanced technology development teams, the monitoring of investments and deliverables, and the creation and management of a delivery road map.
- ❖ Led investigative studies for new product introductions and of disruptive market forces providing critical insights to strategic planning decisions.
- ❖ Imparted subject matter expertise to brand product marketing for strategic continuity and alignment.

Marketing Manager

Somers, NY

Business Integration Marketing

2001-2003

- ❖ Developed and implemented Go-To-Market strategies for business integration products and technologies.
- ❖ Developed sales enablement training aids and collateral for the worldwide sales force.
- ❖ Educated senior technical managers from acquired companies on IBM software technical strategy.
- ❖ Strategic consultant to product marketing and development contributing to successful market launches.

ADDITIONAL IT INDUSTRY EXPERIENCE UPON REQUEST

TECHNICAL SKILLS

Movie Magic – Budgeting, Movie Magic – Scheduling
Apple – Final Cut Pro

Microsoft Word, PowerPoint, Excel, Outlook, Access, and Project
Adobe Photoshop, Adobe Acrobat

Web Technologies, Database Technologies, Development Technologies

