

Qais Arabo

Experienced Trade Show and Event Manager with a demonstrated history of working in the marketing and advertising industry. Skilled in Logistics, Trade Shows, Event Planning, Meeting Planning, Marketing Strategy, Advertising, and Sales Management. Strong operations professional.

EXPERIENCE

Classic Print Company, Knoxville TN — C.E.O

Aug. 2011 - December 2021

Mass customization, product development, lean manufacturing, supply chain management, sourcing. Grew sales to over \$2M per year. Worked with brand names like Starbucks, Pokemon, Coca Cola, Barney's of NY, Victoria Secret, Dollywood, University of Tennessee, University of Georgia, Duke University

Duties: Sales, Automations, Contractual Agreements, Brand and trademark overview.

CANM, Knoxville TN — C.E.O

August 2000 - December 2011

Acquired small business with \$25K in yearly revenue and Grew Sales to over \$300K per year.

Duties: Operations, Management, Sales, Production, Design & Brand, Built Salesforce, Built on Campus Salesforce, Automated Software, Purchasing

Dave's Custom Caps, Knoxville TN — C.E.O

May 1998 - Dec 2000

Started as an employee, worked my way up to a manager and then bought out the business. Increasing product line, sales and volume. Extended operations to Nashville, Las Vegas and Chattanooga. Expanded to franchising out locations. Worked with Simon Malls to negotiate terms, space, and store placement to take advantage of top revenue per square foot.

Duties: Operations, Production, Managing Accounts, Sales

639 Mountain Pass Ln.

Knoxville, TN 37923

(865) 773-6380

arabo1973@gmail.com

SKILLS

National Product Manager
National Sales manager
Contractual Agreements

Business Analysis

20+ Years Advertising
Speciality Association

Managing Multi-Million Dollar
Accounts

Collegiate Licensing -
Contracts/Logos/Branding

Trademarks, Logos, Brands

Contract Negotiating

Import/Export

IMEX Import - Mexico

Sourcing/Outsourcing

Familiar With

Software — *Familiar with:*

Google Docs, Excel, Powerpoint, Hubspot, Salesforce, Zendesk, Monday, Freshdesk, Confluence, DropBox, API Integrations Creative: Corel Draw, Adobe Illustrator

Worked With

Clients & Brands — *Small list of clients that I've worked with:*

Halo Group, Pro Forma, Geiger, Promo Logic, Image 360, Fast Signs, SignArama, iPromoteu, Barney's of NY, Tombras Group, Starbucks

Advertising & Marketing Associations — *Trade Shows work:*

ASI, SAGE, PPAI, UPIC, NPS, ISA, CPPA, ISS, CAAMP, GAPP, SAAGNY, PPAM, NEPPA, HPPA, SAAC

EDUCATION

Pellissippi State Community College, 2 Years Business Management

1993-95

Attended Many Industries Specific Workshops:

Weekend retreat with Tony Robbins. (Sales/Closing Sales)

Attended a Zig Ziglar Conference (Sales/Closing Sales)

American Management Association (Employee Communication)

ASI - Workshops

Promo Industry Workshops

REFERENCES

Gregory Everett | Strategic Account Manager

San Mar Corporation

Email: GregoryEverett@sanmar.com Phone: 502-655-8392

Sheila Williams | Inside Account Manager

Alpha Broder | Prime Line

Email: swilliams@alphabroder.com

Phone: 264-414-1870

Jim Bliar | Regional Account Manager

Nazdar Source One

Email: JBLAIR@nazdar.com

Phone: 678-596-1701