

NICK DELFINO

4005 Crest Drive #3, Manhattan Beach, CA 90266
310.420.6211 cell / 310.546.2836 fax
nick@nickdelfino.com / www.nickdelfino.com

SKILL SET:

Management

- Extensive production, operation, facility and personnel management across various creative disciplines including: entertainment, new media technology, marketing, advertising and corporate communications.
- Proven senior and director level experience managing other professionals including negotiating and working with diverse groups engaged in complex tasks generating positive results.
- Entrepreneurial roots provide a strong business oversight and fiscal responsibility.
- Able to effectively direct multiple projects simultaneously with competing priorities and attention to detail.

Entertainment/Media

- Award winning producing, directing and writing credits.
- Comprehensive experience with all formats of media including film, video and HD production.
- Extensive production/post-production facility, operations and personnel management.

Technology

- Leadership skills directing traffic at the intersection of technology, media and entertainment.
- Proficient in Mac and PC platforms including Word, Excel, PowerPoint, Acrobat, e-mail, web development, video editing and design software (Photoshop, Illustrator, etc.).

Marketing/Advertising

- Knowledge in developing brand elements, positioning statements and brand generation.
- Practiced in Internet marketing, search engine optimization and website development/design.
- Experience creating, researching/analyzing and positioning of all mediums.

EXPERIENCE:

Director, Media Services

National CineMedia, Centennial, CO (*Commute during the week from LA*)

10/07 to present

Oversee media production, personnel management and operations for all media, advertisements, and alternative digital content for NCM's FirstLook, Fathom and CineMeetings/Events. Responsible for the leadership of the media production group including budgeting, reporting, and communication on behalf of the group to the executive branch with a direct report to the Chief Creative Officer, SVP Media and Interactive.

Director, Acquisitions

Bear-Buca Entertainment, Los Angeles, CA

4/03 to 10/07

Acquire, develop and package intellectual entertainment properties. Manage the acquisition process via research/development, client and contract negotiations, creative development, script writing, marketing and sale of product.

Senior Producer

CMP Media, Santa Monica, CA

8/00 to 4/03

Contributed significantly to the development, marketing, management and operations of CMP Media's live interactive webcast called NetSeminar. Oversaw production, planning, budgeting, coordination and crew for over 500 live studio based multi-camera global B-to-B broadcasts. In addition, supervised, produced and directed a daily streaming industry specific webcast.

Creative Producer

Wow Factor, Los Angeles, CA/New York, NY

3/00 to 7/00

Contracted to provide creative direction and project management for an internal broadcast television network for a national chain restaurant. Developed programming, established and maintained budget, purchased and repurposed content, negotiated contracts, supervised outsource vendors and contractors. Supervised development, creation, motion capture, modeling, texture mapping and compositing for 3D animated characters.

Film/Television 1st AD/UPM/LP

Independent Contractor, Los Angeles, CA

5/98 to 2/00

Managed both motion picture and television production teams for clients such as UA, MTV, Playboy Entertainment, Single Cell Pictures, Dawa Films, Goff-Kellam Productions and Steve Dworman Enterprises.

Director of Strategic/Creative Services

DeVo Media Inc., Youngstown, OH

10/92 to 3/98

Owned and operated an award winning commercial production, post-production facility. Managed operations, budget and staff for the multi-million dollar business that experienced a 300% growth over 3 years. Sold interests in 1998 to relocate to Los Angeles, CA.

Senior Creative Executive/Partner

Multimedia Creative Services Ltd, Youngstown, OH

7/91 to 5/97

Provided the creative and management component to the growth of a million dollar award winning marketing, advertising and design firm with a national client base. Creative service grew 400% in 5 years to produce two spin-off operations: a production/post-production company and a publishing venture.

Director of Creative

Austin Advertising Agency, Cleveland, OH

4/89 to 6/91

Managed marketing, creative and production departments for the multi-million dollar ad firm. Developed and implemented creative and strategic planning for national/regional client base expanding the agency's bottom line by 42% over a 2 year period.

Media Specialist

Youngstown State University, Youngstown, OH

9/87 to 2/89

Wrote, produced and directed institutional marketing and promotional videos.

EDUCATION:

BA, Visual Communications - Youngstown State University, 1989