

DUSTIN D. BARNES

PROFILE

Dynamic, passionate, and spirited professional who loves storytelling in all formats from live presentations to broadcast television all over the world.

EXPERIENCE

EVENT DIRECTOR

BI Worldwide, Edina, Minnesota, United States

January 2017 - Current

Coordinate and organize corporate events for international clients in excess of 1,000 participants.

- Manage various areas including hospitality desk, food and beverage and meetings.
- Serve as liaison between contractors, organizers and clients to execute plans worldwide.

SALES ASSOCIATE

Williams-Sonoma, Edina, Minnesota, United States

September 2016 - Current

Demonstrate housewares, electrics, bedding, bath, furniture and other entertainment products.

- Spokesperson for the Wedding Fair that lead to a 50% increase in gift registry event attendance.
- Consistently perform above target through storytelling about various merchandise.
- Execute cooking techniques and recipes in live presentations to sell cookware and food.

TELEVISION SHOPPING HOST

Onboard Media, Miami Beach, Florida, United States

March 2007 - August 2016

International television host on cruise ships totaling over \$15 million in annual revenue.

- Coached guests on how to buy fine jewelry, diamonds, Swiss timepieces, linens and more.
- Consistently exceeded targets with over 30 different international brands.
- Wrote, directed, edited and produced live and canned broadcasts for a 24-hour channel.
- Coordinated with team members from over 70 different countries to meet crucial deadlines.
- Generated double digit growth while managing a team of 6.

ENGLISH MANAGER

Politécnico Internacional, San José, Costa Rica

November 2011 - February 2014

Set tactical strategies in motion with a team of 20 instructors and over 400 students.

- Spanish spokesperson for commercials which helped increase enrollment by 30%.
- Designed an English program to prepare Miss Costa Rica 2013 for the Miss Universe Pageant.

EDUCATION

TRUMAN STATE UNIVERSITY

Kirksville, Missouri, United States - B.S. Business Administration: Marketing

BRAVE NEW WORKSHOP

Minneapolis, Minnesota, United States - Improvisational Workshop - Levels 1-4

GUTHRIE THEATER

Minneapolis, Minnesota, United States - Voiceover classes for radio and broadcast

LANGUAGES

English — native speaker

Spanish — proficient speaker