

ANGEL ZAMORA

Miami, Florida

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SUMMARY

Accomplished, results-driven **Entertainment Professional**, talent manager, producer and key business driver with the ability to leverage effective project and budget management. Strong leader that drives revenue and profitability as well as team performance. Strategic thinker with vast knowledge in Marketing, Public Relations, Social Media, Sales and Multimedia Production in the Music, Television and Film communities.

PROFESSIONAL DEVELOPMENT

NBC UNIVERSO, Miami Springs, FL

2013 – 2016

Manager, Programming (2015 – 2016)

- Managed the selection of music videos and music related programming for network, as well as overall music strategy, supported brand initiatives and programming needs to create a ratings leader for music daypart(s) with improved and relevant programming.
- Served as Executive Producer for various music and concert specials (Premios Billboard All Access, Latin American Music Awards All Access and Festival Internacional de Viña Del Mar concert series).
- Worked closely with the programming/production department as well as Digital/Social Media, Business Affairs, Press, Talent and Marketing in reinforcing the networks position and influence among trade/industry and music industry key players.
- Marketed and established NBC Universo as an important Music industry partner, while securing exclusives, premieres and content for Linear Digital VOD/TVE/Mobile.

Manager, Media & Talent Relations (2013 – 2015)

- Cross-platform campaign development, promotional/marketing of branded events, brand partner marketing, programming, pitching, communications planning and execution for network's entertainment properties, reality series, specials and sports properties (including NFL, Barclays Premier League, NASCAR, WWE, Liga MX) shows and worked directly with Producers on concepts for on-air and talent.
- Led Internal network talent development and management of network talent activities including reviewing press opportunities, cross-promotional opportunities, seeking external marketing/promotional appearances to increase talent profile, while driving ratings and revenue to maximize salable opportunities for the network. Served as on-site talent liaison at shoots, press events, network events, sales activations and on-air/in person marketing.
- Managed music, celebrity (including general market film, TV, radio and sports) bookings for the network/digital site. Business development, sales, communications & marketing, pro- social campaigns in addition to overall 360-degree strategy with physical and digital rights to develop and grow the networks talent and brand.
- Procured, scouted, casted, negotiated, developed and branded celebrity, musical, sports talent for many network series (including mun2|pop!, Combate Americas) and specials (including Emmy award nominated Hecho En America, ALMA Awards, Premios Billboard All Access, Premios Billboard LIVE red carpet specials and more) while developing formats internally and fielding pitches from agencies, agents, managers and publicists.

INIMITABLE ENTERTAINMENT, Miami, FL

2004 – 2013

Sole Proprietor/Independent Contractor

- Independent Music Marketing, Promotion, Production and consulting for Major labels, Independent labels, Artists, Tours, Live Performances, Event Promoters, Venues and Television production (including 2008, 2009, 2010, 2011 & 2012 Billboard Latin Music Awards / inaugural 2011 Premios Billboard de la Musica Mexicana for Telemundo Network and Premios Fox Sports 2009 & 2010 for Fox Sports Español Network.)

- Artist manager and business manager for multi-genre artists.
- Directed entertainment corporate operations including Distribution, Communications, Digital, Social Media, Sales, Publishing, Public Relations, Event Planning and Execution, Production, Marketing and Administration.

MY MUSIC RECORDS, Miami, FL**2002 – 2004****Sales & Marketing**

- Managed day-to-day operations including Sales, Marketing and Administration of Record Label with sales of over \$500K per year.
- Artist manager and business manager for all of company artists, focused on business development, bookings and marketing for all.

GOZANDO MUSIC & MUSICALATINA.COM, Miami, FL**1999 – 2001****Label Manager & Content Producer**

- Led day-to-day operations including Sales, Marketing and Administration of Record Label with sales of over \$900K per year.
- Developed and implemented musicalatina.com site and business operations, as well as initial marketing campaign that increased sales over 75% and traffic by over 500%.

BOOMERANG MANAGEMENT CORP, Miami, FL**1998 – 1999****Artist Management & Tour Production**

- Production and Road manager for company managed artists including Grammy Winner Chi Chi Peralta, Patricia Loiza, and Mauricio Manuel (EMI).

J&N RECORDS, Miami, FL**1997 – 1998****Southeast US Promotions**

- Radio, television, press promotion for all of label's artists in the Southeast US.

BMG U.S. LATIN, Miami, FL**1994 – 1997****Southeast US Promotion**

- Financial analyst, duties included analysis of artist's revenue / expenses, accounts payable and royalties.
- Radio, Television, Press, Digital interface promoter for all of label's artists in the Southeast US.

EDUCATION**Civil Engineering**, University of Miami, Coral Gables, FL (4 semesters of Upper Level Education)**Associates of Arts, Major: Business Administration**, Miami Dade College, Miami, FL**PROFESSIONAL ASSOCIATIONS**

- Member of NARAS (National Academy of Recording Arts and Sciences) currently serving third term as Governor on the Florida Chapter Board of the Recording Academy
- Member of LARAS (Latin Academy of Recording Arts and Sciences)
- St. Jude's Research Hospital / Friends of St. Jude's
- Radio Lollipop-Miami Children's Hospital
- American Red Cross Volunteer
- Boy Scouts of America