

Carlos M. Cain

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Executive Profile

Accomplished executive with demonstrated ability to deliver mission-critical results.

Skill Highlights

- Project management
- Business operations organization
- Self-motivated
- Diverse Market/Industry Knowledge
- Event Management and Promotion
- New Business Development

Core Accomplishments

Project Management:

- Initiated livejazz.mx which resulted in the most important jazz concert series in Latin America.
- My work has been featured in major publications including GQ and Playboy magazines.

Professional Experience

New Business development and warehouse operations manager

September 2016-Present

Genesis Sales Corporation, Denver, CO.

- Strengthened company's business by leading implementation of product processing in warehouse.
- Created new revenue streams through sourcing new distributors.
- Reported directly to the CEO

Executive director

Mar 2015-Mar 2016

NY@MX Inc. Denver, CO.

- Festival Coordination & Management for Cielito Lindo Music and Heritage Festival in Avon, CO.
- Executed a timeline and work plan for the management of the festival and ensured that festival operated smoothly.
- Recruited and supervised staff and volunteers.
- Oversee all aspects of programming the festival, both curatorial and administrative. Oversee the coordination of guest travel and local transportation.
- Coordinate all marketing and publicity campaigns.

Executive director

Feb 2012-Mar 2015

Trend Clothiers, Mexico City, Mexico.

- Directed a manufacturing facility composed of nearly 490 employees.
- Generated new business through opening new accounts and providing a total quality service.
- Managed company's finances including cash flow and executing monthly budgets
- Lowered costs by optimizing plant efficiency and thorough negotiations with suppliers.
- Functional areas of management that involved strategic planning, human resources, business development, sales and finance.
- Reported directly to the Board of Directors

Executive director

May 2005-Feb 2013

Livejazz.MX, Mexico City, Mexico.

- Grew business from a pilot 4 shows in 2005 to over 170 produced concerts with \$4.25 million dollars in overall ticket sales and \$1.7 million dollars in sponsorship money.

- Developed Latin America's highest profile and most important Jazz Concert Series: NY@MX with a proven track record of effective market penetration resulting in continued growth and increasing sales with high quality standards.
- Built key relationships.

Education

Business Administration

Universidad Iberoamericana, Mexico City, Mexico

Additional languages

Spanish 100%

Additional Information

- A results driven and award winning professional with a passion for work and responsibility.
- Diverse experience encompassing a strong set of analytical, organizational and planning skills for setting goals and meeting objectives.