



JAMES RYAN ROBERTS

Accomplished Right and Left-Brain Problem Solver with proven business acumen and creative skill sets who loves to explore new technologies with other curious minds. A unique combination of work experiences; commercial real estate sales, managing partner of a production studio, commercial freelance photographer coupled with a finance background, has developed my ability and confidence to identify obstacles and create solutions in diverse situations. Armed with strong analytical thinking and communication skills enables leveraging of resources to obtain favorable outcomes for my clients. Equally comfortable negotiating project scopes & budgets or developing creative direction allows me to effectively bridge the gap between monetary and creative minds. With a propensity to ask questions and an understanding of the power of observation, I've been able to quickly get up to speed on everything I submerged myself into through my career.

RYAN ROBERTS

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Core Skills

- Strategy development
- Creative direction
- Analytical problem solving
- Budget creation & negotiating
- Competitive analysis
- Client & prospect liaison
- Photography expert
- Advanced retouching
- Visual storytelling
- Strong written & verbal communication
- Content production
- Team management
- Conflict resolution
- Project management
- Logistical & monetary efficiency

Software & Apps

- Sketch
- Omnigraffle
- Adobe Photoshop
- Adobe Bridge
- Adobe Lightroom
- Capture One
- Wordpress
- Visual Composer
- WP Bakery
- Invision
- Bugherd
- Squarespace
- Microsoft Office Suite
- Google G-Suite apps
- Trello
- Toogol
- Dropbox
- Keynote

Experience

[netamorphosis](#) | [Creative Content & Client Development Manager](#) | NYC 08/2017- 07/2018

netamorphosis is a digital transformation agency that acts as an integrated partner to help businesses and organizations at growth inflection points achieve their greatest potential in the digital economy. With shared performance objectives (KPI's) we align compensation in order to drive the most dramatic growth possible through leadership and execution of eCommerce and omnichannel strategies and initiatives. netamorphosis.com

Highlights:

- Contribute to the development of client strategies including competition analysis, category landscapes and final strategy deliverables
- Maintain visual asset databases for clients' Ecommerce platforms including product shot lists by SKU's
- Advisor and confidant to the CEO for executive level dealings with clients, partners and prospects
- Implemented prospect underwriting resulting in immediate reduction of wasted resources on unqualified leads
- Created proposals, SPA's, schedules and SOW contracts catered to clients' specific needs
- Developed photography style & technical guide for Ecommerce platform relaunch
- 90+ Sketch wireframes for client's Ecommerce platform relaunch

[Blank Screen Creatives](#) | [Head of Content](#) | [Owner](#) | NYC

08/2009- 08/2017

Creative Content Studio with clients that included Estee Lauder, Revlon, Harper's Bazaar, Random House Publishing, Hearst Communications, The Heinz Foundation, Marriott Intl, and Radisson Hotels. BlankScreenCreatives.com

Highlights:

- Campaigns for Estee Lauder, Clinique, Revlon, Valentino, Louis Vuitton, Loft, StriVectin, Temptu, Marc Fisher, Living Proof, Met-Rx
- 18 piece large-format Installation commission for the lobby of the Marriott St. Louis Grand Hotel (40+ feet)
- Commissioned for 4 large-format pieces for Radisson Blu Downtown Minnesota lobby
- International micronutrients campaign with Lucy Liu in Haiti for the Heinz Foundation and UNICEF
- Lead on-figure photographer for Harper's Bazaar's e-commerce platform ShopBAZAAR.com
- Editorial Features for Fitness, Seventeen, Cosmopolitan, Redbook, Cosmo Latina

[NEO Studios](#) | [Managing Partner](#) | NYC

03/2005- 08/2009

Commercial production studio located in New York City with clients that included Bergdorf Goodman, Bloomingdale's, Macy's, Kenneth Cole, Avon, Nautica, Adidas, Y-3 and a number of editorial clients

Highlights:

- Responsible for all aspects of marketing, business development, strategy, production, budget negotiations, client relations and studio operations
- Within 3 years of taking over operations for this start-up company, my sweat equity leveraged investors' resources to \$800,000 in annual sales with 30%+ annual increases each year, during my tenure these sales were generated with 2 full time employees (including me) and freelance workers on as needed basis
- Created and implemented business development strategy while running day-to-day operations
- Clients' and vendors' POC. Responsible for negotiating budget, terms and conditions for all productions
- Developed all operational procedures and delegated duties to full-time and freelance workers

[Colliers International](#) | [Commercial Real Estate Sales - Retail Specialist](#) | FL 01/2000- 02/2005

Full-service commercial real estate firm offering sales, leasing, asset and property management, corporate services, valuation and consulting services. Colliers.com

Highlights:

- Brokered sales contracts & long-term commercial lease agreements between landlords & tenants
- Represented large investment institutions, multinational retail chains, & individual investors
- Successfully completed back-filling "big box" vacancies and excess space disposition for Federated Department Stores, Homeplace, Sears, Pep Boys, Pharmor, Madison Marquette
- Initiated and lead southeast regional team for landlord disposition assignments
- Exclusive regional broker for Chipotle Mexican Grill, BankAtlantic, Great Clips, Boston Market, Barrie's Coffee & Tea, Encore Bank, Quizno's Classic Subs, Northern Ventures Restaurant Group
- Coordinated national chain market expansion for over twenty franchisees
- Brokered 2nd fastest market expansion for Great Clips chain (28 deals within 24 months)