



Dennis Borisov

Open to Opportunities

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 (419) 340-8526

EDUCATION

LONG ISLAND UNIVERSITY BRENTWOOD

Brentwood, NY

Bachelor of Science (B.S.) Business and Technology (May 2018)

LONG ISLAND UNIVERSITY BRENTWOOD

Brentwood, NY

Master of Business Administration (M.B.A.) Business and Technology (May 2018)

SUFFOLK COUNTY COMMUNITY COLLEGE

Riverhead, NY

Associate in Science (A.S.) Business (Dec 2016)

ONONDAGA COMMUNITY COLLEGE

Syracuse, NY

Completed coursework towards Associate in Science (A.S.) Business (Aug 2012)

OTTAWA HILLS HIGH SCHOOL

Ottawa Hills, OH

High School Diploma (Jun 2010)

ADDITIONAL SKILLS

Spanish - communicative level speaking, reading & writing.

Russian - fluent level speaking, reading & writing.

Over 10 years of experience of audio, photo and video editing using Adobe and other creative suites.

Advanced knowledge of Windows and MacOS operating systems, software, features and functionality.

Advanced knowledge in variety of audio,

CAREER OBJECTIVE

Results-oriented professional with 10+ years of experience and a proven knowledge of finance & portfolio management, financial analysis, and financial planning along with advanced understanding of the digital media and marketing industries. Aiming to leverage my skills to successfully fill a gap in your company.

EXPERIENCE

MANAGING PARTNER

Sputnik Entertainment Press & Media, New York City, NY / Mar 2015 - Present

- Manage local and remote based teams on daily basis with assignment and content production.
- Prospect, develop and manage relationships with clients, sponsors, partners and investors.
- Produce content varying in scope and budgets including but not limited to: commercials, event photography/videography, original series production, event coverage, news coverage, internal video production, etc.
- Oversee and provide support during live event production.
- Maintain budget for in-house and remote productions.
- Create original content series for internal and 3rd party release.
- Experience creating standout Google Ads, Microsoft and other third party ad providing companies.
- Understanding and increasing metrics in engagement, follower count and utilizing social media campaigns for a call to action social media posts.
- Work with several social media automation platforms to create scheduled marketing content.
- Overseeing production of high quality social media campaigns for commercial and editorial purposes that reflect the brand and company image in mind.
- Maintaining ongoing relationships with PR agencies, clients and studios.
- Work with several email marketing platforms to create email blasts for clients or internal release updates.
- Scout, interview and onboard new strong content producers either on full-time or contact basis.

JOURNALIST

Sputnik Entertainment Press & Media, New York City, NY / Oct 2012 - Present

- Gather information about events through research, interviews, experience, or attendance at political, news, sports, artistic, social, or other functions.
- Investigate breaking news developments, such as

photo and video equipment.

CERTIFICATIONS

Health & Life License - NY, NJ, FL

disasters, crimes, or human-interest stories.

- Discuss issues with editors to establish priorities or positions.
- Photograph or videotape news events, or request that a photographer be assigned to provide such coverage.
- Present live or recorded commentary via broadcast media.
- Edit or assist in editing videos for broadcast.
- Write columns, editorials, commentaries, or reviews that interpret events or offer opinions.
- Write reviews of literary, musical, or other artwork, based on knowledge, judgment, or experience.

CRYPTOCURRENCY CONSULTANT

Sputnik Entertainment Press & Media, New York City, NY / Mar 2018 - Mar 2020

- Work with variety of individuals and companies in regards to their goals to cryptocurrency integration.
- Create teaching material for individuals and companies interested in learning about cryptocurrency space.
- Create, promote and maintain weekly cryptocurrency meet-up event in New York City.
- Maintain an understanding of news and trends in the industry.

FINANCIAL SERVICES REPRESENTATIVE

MassMutual, New York City, NY / Nov 2020 - Aug 2021

- Prospect within internal and external networks for potential clients.
- Create and conduct meetings with prospects and clients in regards to their financial planning objectives.
- Assist clients with financial product purchasing and provide them with proper assistance if needed.
- Manage constant communication with home office, underwriters and third party companies.
- Maintain a stream of clients averaging \$8,000 in annual premium while continuing obtaining additional education and licensing at the same time.
- Create webinars for potential and current clients across the country.
- Working with multiple CRM systems to have a constantly updated list of clients and relationships.

FINANCIAL SERVICES REPRESENTATIVE

Northwestern Mutual, New York City, NY / Mar 2020 - Nov 2020

- Determine customers' financial services needs and prepare proposals to sell services that address these needs.
- Contact prospective customers to present information and explain available services.
- Make presentations on financial services to groups to attract new clients.
- Evaluate costs and revenue of agreements to determine

- continued profitability.
- Maintain a constant travel schedule across the country with clients and prospects while managing obligations associated with the home office.
- Create in-person and virtual marketing campaigns.
- Call on policyholders to deliver and explain policy, to analyze insurance program and suggest additions or changes, or to change beneficiaries.
- Perform administrative tasks, such as maintaining records and handling policy renewals.

AGENT

Day Zero Records, Syracuse, NY / Dec 2010 - Aug 2012

- Collect fees, commissions, or other payments, according to contract terms.
- Confer with clients to develop strategies for their careers, and to explain actions taken on their behalf.
- Develop contacts with individuals and organizations, and apply effective strategies and techniques to ensure their clients' success.
- Schedule promotional or performance engagements for clients.
- Keep informed of industry trends and deals.
- Obtain information about and/or inspect performance facilities, equipment, and accommodations to ensure that they meet specifications.

OWNER

Infinity Designs Clothing Company, Syracuse, NY / Sep 2010 - Aug 2012

- Recruit and maintain relationships and contracts with independent artists.
- Maintain constant communication with printing and shipping companies.
- Build relationships with independent and corporate retailers.
- Create social media presence and digital marketing campaigns.
- File patents and copyrights.
- Have a deep understanding of fashion trends, materials, designs, etc.

REFERENCES

References available upon request