

Rob Crewe, BBA

16 Bently Drive, Unit 610 Halifax, NS B3S0G9

(902) 456-8742

robertcrewe@hotmail.com

MARKETING/EMPLOYEE BENEFITS / TRAINING-COACHING

- **Bachelor of Business Administration** (Marketing): Mount Saint Vincent University
- 10+ years Experience with Employee Benefits, Pensions, Short and Long Term Disability Insurance, Health, Dental, (Design, Renewals Coaching, Training and implementation)
- Over 20 years experience in complex/high-end sales, business and learning environments
- Well versed in building mutually beneficial, long term relationships with clients and suppliers
- Confident in speaking to large groups in a Board Room, Class Room and/or television and radio
- A Lifetime in high end customer service in diverse environments, skilled in sales training, product coaching and one to one mentoring and skill building

TECHNICAL

- **Certified Audio Engineer:** Center for Arts and Technology
- Over 20 years of experience in both Studio and Live Sound (Analog & Digital) Production
- 6+ Years experience as a Technical Audio/Visual Installer/Systems Integrator/Security Systems/CCTV
- 4+ Years experience in Event Coordination/Artist Management for various acts and venues
- 3+ Years experience with Multi-Camera Event Video Live-Streaming, Video Capture and Editing
- Recipient of 2008 ECMA "Stompin Tom Award"
- 2020 ECMA Nominee for "Blues Recording of the year"
- Demonstrated ability to adapt quickly to new technologies
- Proficient in various music/film and Business related software such as: OBS, Streamlabs, ProToolsHD, Avid Media Composer, FCP-X, Logic-X, RX6, Soundminer, MSWORD, Power Point, Excel, Adobe Illustrator, Adobe Audition, Adobe Premiere, Roland, Black Magic, Q-Sys, Crestron and more

EMPLOYEE BENEFITS, FINANCIAL SERVICES, SALES, COACHING & TRAINING

- **FINANCIAL CONSULTANT**, MD Management, Halifax, NS 2007 - 2008
 - Provided Financial Planning, Investment, Insurance, Banking and Will and Estate Planning services to Physicians throughout HRM and South Shore, Nova Scotia
- **FINANCIAL CONSULTANT**, Scotia Private Client Group, Halifax, NS 2004 - 2007
 - One of only two consultants in Nova Scotia providing financial planning to high net worth clients within the Scotia Bank network
 - Provided seminars and training sessions for product knowledge and sales skills to branch staff and client groups
- **BENEFITS CONSULTANT**, Fraser & Hoyt Benefits, Halifax, NS 2003 - 2004
 - Successfully increased market share of Employee Benefit customers in Halifax Metro area through effective prospecting, networking, and cold calling efforts
 - Advised clients on the most appropriate Group Insurance and/or Pension alternatives
 - Educated Staff on their employee benefits coverage
- **ACCOUNT MANAGER**, Credit Union Insurance Services, Halifax, NS 2002 -2003
 - Effectively managed a territory of Credit Union branches in Atlantic Canada
 - Provided product sales training and sales support to Credit Union management and staff through group presentations, one to one coaching and tele-conferencing
- **FINANCIAL SECURITY ADVISOR**, Freedom 55 Financial, Halifax, NS 1996 - 2002
 - Starting from scratch, built a successful book of business consisting of individual insurance, investments and group insurance/pension customers
 - As a result of my innovative uses of technology in my sales process, was appointed to a National Advisory Board on the use of technology in Financial Sales
 - Trained New Recruits and Veteran Agents on incorporating New Lap Top Technologies in their financial practice.
- **ASSISTANT STAFF ACCOUNTANT**, Doane Raymond, Bridgewater, NS 1995
- **PROPRIETOR**, Mention Marketing & Distribution, Halifax, NS 1994 -1996
 - Secured exclusive distribution rights for *CD Projects* for all four Atlantic Provinces
 - Successfully gained free product placement in retail outlets such as Eatons, Wacky Wheatleys in addition to television appearances to promote product awareness and increase market share

OTHER WORK HISTORY**FREELANCE AUDIO ENGINEER**

2010 - Present

With the ability to work on site or remotely, worked as a Freelance Audio Engineer /Producer/Educator for many of the best firms in HRM: *Egg Studios, JourneyMan Films, RPM Productions, NSLC, Curtis Customs, EastlinkTV, Scotiabank, Stillwater Studios, & More*

- Recording, Mixing, Re-Recording, Music, Audio, Dialogue, Sound FX, Audio Post Production, Sound Design, Foley, ADR & more
- Designing, Building and Installation of Acoustic Treatments
- Design and implementation and operation of various multi-cam Live-Stream systems and events.

AUDIO/VIDEO CONSULTANT

2014 - Present

Sales, Maintenance, Installation and Training/Education for Various A/V Firms and customers: *Nova Communications, Maritech Security, IVANS-A/V, 3D-Datacom, Harmony Bazaar Music Festival, Freemans, Ria Mae, Tom Bedell, Pizza Town & More*

- 70v Audio Systems, Commercial Video Walls, Video Conferencing (Commercial and Educational) and Security Systems and CCTV Systems
- Multicam Video Switch, Live Stream system design, implementation. Multicam Video Editing.

ATLANTIC SALES REP, Advanced Audio Microphones

2012 – 2017

Starting from Scratch, Helped a Vancouver Basement Pro-Audio Microphone Brand gain international success.

- Secured multiple variations of the brands domain name in various forms (.com, .ca) and redirected all traffic to one site.
- Successfully used Social Media to advertise and spread brand awareness

AUDIO PRODUCER, Bell Media, MBS Radio & CHUM Radio, Halifax, NS

2010 - 2018

FREELANCE MUSICIAN BASS AND/OR KEYS FOR VARIOUS MUSICAL ACTS/EVENTS

1987 - 2012

- Supporting musician for studio and live events for such artists as; Full Circle, The Ducats, Jon Mullane, Jon Matheson, Mike Cowie & the Funky People, Sam Moon, Carter Chaplin, Dave Goyetchye, The Sound Dawgs, Mike Cadillac, Horse Power Blues Band, Crossfire, Bugs Greene, The Isle Aux Morts Boys, The Was-Beens, and more
- Featured in Several CBC Radio interviews

Tracking & Mix Engineer, 2010 Royal Nova Scotia International Tattoo, Halifax, NS

2010

Assistant to George Massenburg, Tour Tech Annual Convention, Dartmouth, NS

2010