

Brian C. Janes

Los Angeles, CA

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EXECUTIVE SUMMARY

Mr. Janes is an experienced Multimedia Producer and Program Manager with an impressive track record in translating business needs into system requirements for solutions, and then implementing them.

PROFESSIONAL EXPERIENCE

In Bed with Dann and Kelly July 2010 – Current Los Angeles, CA
Director of Photography & Editor <http://dannandkelly.com>

“In Bed with Dann and Kelly” is a biweekly web video series that highlights local destinations in the greater Los Angeles area and features interviews with business owners and celebrities.

BCJ Media, Inc. January 2007 – Current Chicago, IL
Owner, Multimedia Producer & Program Manager <http://bcjmedia.com>

- Currently producing "All That Glitters: Portraits of Burlesque Performers In Their Homes", a multimedia endeavor that seeks the answer to the question: What is burlesque? The project will culminate in a coffee table book, a documentary film, and gallery exhibitions in cities throughout the United States.
- Professional photographer operating BCJ Photography, a full-service photography studio providing portrait and commercial photography services to private parties and corporations.
- Product Development & Project Management consultant providing solutions to help companies solve problems, maximize efficiency and increase revenue.

Festival Airlines, Inc. July 2006 – January 2007 Chicago, IL
Director, Electronic Distribution & IT

- Responsible for the implementation, configuration and on-going operations of all methods by which a customer could purchase an electronic ticket. This included:
 - Web site: Collaborated with Trisept Solutions (Milwaukee, WI) to design, develop and implement the Festival web site. Maintained policies and vacation destination content.
 - Call Center: Worked with Airline Reservations Center (Daniels, WV) to seamlessly integrate their call center services into Festival’s product offerings.
 - Reservations Systems: Managed the relationship with Radixx International (Orlando, FL) to integrate and configure airline reservations capabilities on Festival’s web site, and with Trisept Solutions to integrate and configure vacation packaging reservations capabilities.
- Responsible for researching and developing requirements for the IT infrastructure needs and assembling a budget and plan to implement the required infrastructure. This included e-mail and intranet solutions, and all desktop and communications solutions.

TravelCLICK, Inc. December 2000 – July 2006 Schaumburg, IL
Director, Data & Revenue Product Development <http://www.travelclick.net>

- Responsible for product development initiatives for all data & revenue products including Hotelligence, RateVIEW & ChannelManager, a combined annual revenue source of over \$35 million.
- Led the product development and project management for Hotelligence FuturePACE, a new data report that provides hoteliers the ability to analyze future booking trends. Project completed on schedule with successful release date in April 2005 and over \$1.7 million in sales by year’s end.
- Completed a project to migrate electronic advertising support, a \$12 million/year source of revenue, from legacy partner systems to the DoubleClick DART Enterprise platform without interruption to production.

- Led product development and project management efforts for the implementation of electronic advertising functionality, a \$10 million/year source of revenue, using DoubleClick's Dart Enterprise and ZEDO's "3rd Generation Ad Serving" software,
 - into multiple high transaction volume mainframe environments known as Global Distribution Systems (GDS) including Worldspan, Galileo and Sabre.
 - into multiple on-line travel web sites including StarCite.com and Hotwire.com
- Managed major enhancements to existing advertising products and operational processes.
 - Successful enhancements include implementation of additional ad inventory resulting in a \$50,000 reduction of spoilage risk and creation of process documentation and diagrams for the Internet Media operations group where such documentation did not previously exist.
- Developed and introduced numerous management reports for ad campaign analysis. Use of these reports enabled the company to avoid a potential annual loss of \$500,000 in revenue.

Classified Ventures

November 1997 – December 2000

Chicago, IL

Manager, Ad Operations

<http://www.classifiedventures.com>

- Developed, documented and maintained technical specifications for ad serving integration and implementation into eight national web sites including Cars.com, Apartments.com and 140 Affiliates of each site.
- Responsible for hiring, training and management of the daily operations of on-line ad serving for leading web sites in the transportation and real estate on-line classifieds industry.
- Promoted three times within two years, thus allowing the opportunity to function in full capacity within each role in the Ad Serving team.
- Acted as technical and functional business lead in a project to research, document, and recommend alternative ad serving solutions.
- Interacted with sales, marketing and product development to ensure robust ad targeting capabilities within the ad serving products.

EDUCATION

Bachelor of Music, Composition

May 1997

Wheaton College Conservatory of Music

Wheaton, IL

TECHNICAL PROFICIENCIES

Expert user of multiple software solutions for Mac and Windows commonly used in the production of multimedia presentations, including Adobe Photoshop & Premiere Pro, Apple Logic Studio, Digidesign Pro Tools, among others, as well as business software solutions for project management and product development.