



Justin D. Price

Dynamic Leader and Creative Artist

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Mission

Helping companies embed a culture of innovation and creativity.

Solutions oriented professional with a successful 18+ year history in the Multi-Media, Video Production, and Fine Art Industries.

Passion

Passionate leader who thrives in a collaborative team environment and has a deep understanding of operating a digital business, driving engagements, and increasing guest satisfaction.

Skills

Design

Adobe CC Suite, Photoshop & InDesign.

Video Production

After Effects, Premiere, Final Cut Pro, Soundtrack Pro, DVD Studio Pro, Compressor & Wipster.

Office

Word, Excel, Outlook, Asana, Harvest, Google Docs, Google Spreadsheets, Dropbox, QuickBooks, Zoom, Slack, QuickBooks, Mint, QA & MacOS.

Social Media & E-commerce

Amazon, Wix, Shopify, eBay, Youtube, Etsy, Facebook & Instagram.

Experience

Managing and Creative Director

Oct 2002 – Present

JPrice Productions Inc.

Consistently exceeded client expectations by combining the best of our client's resources with our creative team to deliver the project with exemplary guest services and a family-friendly flair.

2020-2021: Creative Director for Invictus Lighting.

Produced Projects Include:

2018: Project Neverland

- Developed and established an e-commerce drop-shipping / print-on-demand platform through B2B collaborations and partnerships, as well as B2C experiences.
- Designed and constructed product site. Implemented licensed goods and fulfillment locations.

2018: Brew Animation Studios

- Developed and implemented, a media production communication software infrastructure for the studio's live-action and 2D animation facility.
- An 82% increase in clarity and accountability, while holding a 45% increase in efficiency.

2018: Epcot® International Festival of the Arts

- Achieved 205% volume, 105% increase from the previous year while managing a team of 36+.
- Executed a new social media strategy accounting for 54% of the profit increase.

2017: Epcot® International Festival of the Arts. Inaugural Year

- #1 seller after Disney licensed stores, exceeding client goals by 82% with a \$130K+ gross.
- Developed a social media sales strategy that increased income by 33%.
- Created the design, plan, and logistics for the event, including bi-coastal coordination.

2015: Epcot® International Food and Wine Festival

- Exceeded event sales goal by 28% with a total gross of \$100K+.
- Established Disney Fine Arts first-ever presence at a Walt Disney World Event.

Account Executive and Media Producer

Aug 2014 – Apr 2017

Edgefactory • Thermo Fisher Scientific

Produced creative content at an internationally recognized production studio specializing in brand development, video production, digital signage, and events for this fortune 200 account. Fused the world of science with creative branding and international commercial campaigns.

- Account generated over \$4M just over 3yrs accounting for over a third of company sales.
- Managed over 15+ Producers, a production team of 36+, and partnering with over 100+ contractors globally, with as many as 68 projects a week in a fast-paced environment.
- Negotiated expansion of preferred vendor status, enabling 25% annual account growth.
- Developed and implemented, brand guidelines and QC for TFS on a global scale.
- Coordinated and executed account management operations, client communications, business development, and production life cycles for 2,000+ projects.
- International award-winning Producer, consistently recognized for excellence within video production and the creative evolution of this global leaders branding campaigns.

Experience

- Expanded live operations and tradeshow from 7 to 46, within a year, by establishing a tradeshow workflow.
- Standardized company pricing and costs for account services.
- Developed new production strategies, generating \$100K+ in supplemental revenue. New Products included live-action with animation, and the company's first animated short.

Merchandise Guest Service Host

Jan 2003 – Jan 2018

The Walt Disney Company

- Host for multimillion-dollar locations at 11 resorts, 5 parks, and 3 entertainment districts. Team consistently exceeded high-end daily sales goals of \$400K+.
- Event Host for VIP signings, special event merchandise, and responsible vendor services provided.
- Successfully completed 151+ operation courses, including responsible vendor certification.
- Passionately keeping the vision of Walt Disney alive, by providing exemplary experiences and guest services.

Director

Aug 2010 – Apr 2014

iD Tech Camps

Internal Drive (World's #1 Technology Camp) Specializing in Programming, Film and Game Design.

- Delegated and prioritized tasks to create a fluid and efficient workflow.
- Led teams to achieve a level of excellence through positive and energetic motivational strategies.
- Trusted to oversee youth of mogul families including Tom Hanks, Diane Keaton, and the King of Saudi Arabia.
- Managed and coordinated 90+ staff and 2750+ students, while placing in the top 5% of the 80+ locations over the span of quarter periods at University of North Carolina (2013), University of California Los Angeles (2012), and University of Miami (2010-2011).

Film Production Editor & Visual Effects Instructor

- University of North Carolina (2013), University of California Los Angeles (2012), New York University (2011), Stanford University (2010, 2013), and University of California Irvine (2010).
- Author of the International Film Production, Editing and VFX Curriculum, for 80+ Universities (2010-2011).

Gallery Manager

May 2006 – May 2010

Pop Art Gallery

Organized and administered exhibitions and events. Developed and maintained a client base through correspondence & follow-up. Assisted in marketing to improve gallery sales beyond set goals. Positions held included Gallery Manager, Operation's Assistant, Gallery Supervisor, Art Consultant, and Accounts Payable.

- Single biggest sale of \$100K+ to the Queen of Morocco.
- Maintained daily sales and operations for a 30+ staff and annual revenue of 2M+.

Creative

Digital Creator and Traditional Artist

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- 2017: Showcased at Orlando Museum of Modern Art. Original sold for \$10K at Project Neverland.
- 2017: D23 Expo (i.e., Comic Con): Showcased alongside Disney Legends Margaret Kerry and Donnie Dunagan.
- 2017-2014: Consecutive, International Award-Winning Producer for commercial and branding campaigns.
- 2007-2012: Walt Disney World: Original fine art was showcased and sold globally generating \$160K+.

Education

Bachelor of Fine Arts: Animation, Film Production & Interactive Design Media

East Carolina University • 2007

- Magna Cum Laude, 3.8 GPA.
- Co-founder of the Animation and Interactive Design Degree Program.
- Graduate Study Abroad Program in Italy.