

CLINTON HOWARD ROBINS III

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EXPERIENCE

Talent Buyer and Producer
7/19/2004 - Present
FALCON ENTERTAINMENT

Work with corporate clients in researching available artists that are financially and musically compatible with their needs

Negotiate artist's fees and execute contracts for clients

Produce and coordinate (transportation, hotels, catering, production) artist performance needs for events

Director of Entertainment
9/2002 - Present
OKIE DOKIE INC.

Washington D.C.

Talent buyer for venue booking national acts, private and corporate events
Negotiate artist's fees, rental agreements and execute contracts for artists and venues

Oversee marketing and promotion of all events

Help secure and coordinate sponsorships for all events

Produce and coordinate (transportation, hotels, catering, production) corporate and private events, and all national act performances at venue

Director of Entertainment
Fall 1999 / Fall 2002
Primacy Companies

Fairfax, VA

Talent buyer for several venues in the D.C. metropolitan area booking both national acts, private and corporate events

Negotiate artist's fees, rental agreements, and execute contracts for artists and venues

Oversaw venue expenses and income, and approved monies for maintenance and personnel

Coordinate all marketing and promotion for venues and events

Helped secure and coordinate sponsorships for all events

Produced and coordinated (transportation, hotels, catering, production) corporate and private events, and all national act performances at the venues

Talent Buyer

Summer 1996 / Fall 1999

Cellar Door Companies / SFX / Clear Channel Ent.

Alexandria, VA

Talent buyer for several venues in the D.C. metropolitan area booking both national acts, private and corporate events
Negotiate artist's fees, rental agreements, and execute contracts for artist and venues
Helped develop marketing and promotional plans for events
Produced and coordinated (transportation, hotels, catering, production) events

Artist Management

Spring 1992/Summer 1996

Heiroglyfunk Inc.

Fairfax, VA

Managed national touring artist on independent label
Coordinated transportation, hotels, production, promotions, and all other various events
Oversaw payroll, expenses, maintenance, and scheduling for artist including interviews and appearances

Talent Buyer

Fall 1990/Spring 1992

Cellar Door Companies

Alexandria, VA

Talent buyer for venue in Washington D.C.
Negotiated artist's fees and executed contracts
Production Assistant at US Air Arena, RFK Stadium, and D.C. Armory for national tours

Fall 1988/Fall 1990

Equitable Financial Companies

Arlington, VA

Passed Virginia life and health insurance exams
Sold life and health insurance plans
Developed street marketing and phone skills

EDUCATION

Bachelor of Science, Marketing Management, Virginia Tech (05/1988)

Annandale High School (06/1984)