

Brett Climan

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OBJECTIVE *A motivated SUNY Maritime M.S. graduate seeking shore-side employment in the shipping industry.*

PROFESSIONAL EXPERIENCE **Maritime College, State University of New York**, Bronx, NY
Manager of Communications, January 2006 – Present

- Proactively plan, develop and implement marketing strategies for events and the online and publication needs of the entire Maritime campus
- Negotiate contracts & partnerships to achieve maximum results and mitigate losses
- Optimize new branding policies and procedures within business objectives
- Perform research/analysis amongst client and census groups to improve efficiency
- Design and manage production of user-friendly sunymaritime.edu website and CMS
- Supervise staff and report to directors with extensive progress reports and WBS
- Drastically increased enrollment numbers and academic donations from 2006-2008

BCGraphix, Bronx, NY

Founder and Principal, Freelance Designer, May 2002 – Present

- Develop personalized, customer-targeted solutions for clients to increase their exposure through the use of various promotional materials
- Cultivate business relationships and generate repeat business by providing excellent customer service / support to ensure objectives and 100% client retention

New Paltz Regional Chamber of Commerce, New Paltz, NY

Director of Marketing and Design, October 2004 – September 2005

- Revitalized branding and marketing materials to create a professional aesthetic
- Tracked, analyzed and reported aggregated analytics for executives and clients
- Independently produced and marketed a 100-page, full-color regional "I Heart NY" guidebook, with a \$250,000+ net profit
- Increased overall revenue by 25% through redesigns of company website, email blasts, monthly newsletters, online advertising and other publications

EDUCATION **Masters of Science in International Transportation Management**

Maritime College, State University of New York, Bronx, NY

August 2007 – December 2008

Cumulative GPA: 4.0/4.0 (Summa Cum Laude)

Bachelors of Art in Communication Design

University at Buffalo, State University of New York, Buffalo, NY

August 1999 – May 2003

Cumulative GPA: 3.9/4.0 (Summa Cum Laude)

SKILLS & ATTRIBUTES

- Leadership
- Marketing
- Logistics and supply-chain management
- Design (graphic and web)
- Track and analyze information systems
- Charter party negotiation
- Operations research management
- Content Management System utilization
- Port/terminal management and operations
- Open to travel / available to relocate

HONORS & AFFILIATIONS

ASBA Chartering Certified

Clay Maitland & International Registries Scholarship Recipient

Z-Card (MMD) Certified

US Sailing Assoc. Certified

US Powerboating (NASBLA) Certified

Connecticut Maritime Assoc. (CMA) Member

Admiral's List 2007-2008
Dean's List, 1999-2003

SOFTWARE

Microsoft Office Suite
Any CMS (versed in multiple systems)

Photoshop
Illustrator
InDesign

Dreamweaver

Flash

After Effects

MAYA

DEVELOPMENT LANGUAGES

HTML

CSS

OPERATING SYSTEMS

Apple Macintosh OS
Windows XP, Vista