

Stéphanie Palmer

New York - NY

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Producer and Media Professional

Work Experience

Associate Producer, Pulse3TV, New York, NY / 2014 - present

- *Spies in the Hanoi Hilton* (1x50') for Smithsonian Channel
Feature length documentary about American POWs during the Vietnam War. Interviews and recreations.
- Monitor budgets and production schedules, schedule and coordinate shoots and recreations, take field notes, archive research, acquiring and clearing archival footage, media management, build string-outs, manage releases and all deliverables.

General Manager, Elrom Inc., New York, NY / 2006 - 2013

- Initiated discussions, acquired new clients and negotiated partnerships with TV and cable networks, competitors and production companies including A&E, Netflix, Starz, NHNZ, Atlas Media, Park Avenue Post, Devlin Video and USA Studios.
- Managed post-production services for over for over 4,000 movies and TV series episodes: closed captioning, multi-language subtitling, DVD production, dubbing, voice over, transcription, HDCAM encoding.
- Operations: Managed P&L, budgets, payroll, accounts receivable and accounts payable.
- Managed a production team of 25 based in New York, Israel, India, Argentina and the Philippines.

International Acquisitions Manager/Consultant, Epicentre Films, Paris, France / 2003 - 2004

- Negotiated acquisitions of theatrical and DVD distribution rights for international independent films.
- Screened movies at the Berlinale and Cannes Film Festival for distribution consideration.

Manager, Business Development and Sales, Lomographic Corporation, New York, New York / 2000 - 2002

- Developed strategic alliances with AOL and Amazon.com for distribution of Lomo and Lomographic cameras.
- Created incentive and premium opportunities with Nickelodeon, Warner Music and Heineken.
- Managed logistics & sales activities at U.S. trade shows.

Director, Supplier Acquisitions and Relations, Amisto.com, New York, New York / 1999 - 2000

- Traveled extensively throughout Central America and negotiated contracts with over 300 travel suppliers in both English and Spanish for a start-up travel website.
- Managed staff of fourteen and oversaw organization's expenditures and budget.

Manager, Int'l Sales and Marketing, Discovery Communications, Inc., New York, New York / 1996 - 1999

- Guided new business negotiated contracts and developed research collateral.
- Managed twenty-five international home video and multimedia partners.
- Responsible for quarterly financial and royalty reports to ensure contractual terms met.
- Provided sales and marketing support to exclusive partners.
- Created cross-promotions between Discovery Channel networks and international partners.

Intern, International Marketing Department, NBC Cable Ad Sales, New York, NY / Mai to September 1995

- Initiated and led the development of a global sales presentation kit for NBC Cable International properties.
- Collected company-specific and product research to support sales negotiations.

Education

1995- Masters Degree in International Marketing & Management
Ecole de la Chambre de Commerce International de Strasbourg, France

1993- Bachelor of Arts in International Business & Management
University of Barcelona, Spain

Special Skills/Interests

- Exceptionally proactive, organized and analytical.
- Final Cut Pro and Avid (Basics)
- Native French speaker who speaks English & Spanish fluently. Advanced German language skills.
- Well versed in new media and arts culture.
- Drivers license.
- Sculptor, Marathon runner, Bikram Yoga.
- Volunteer work in Arts Administration.
- Good sense of humor.

References available upon request