

Trever R. Barker

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Objective To continually make creative use of existing skills while developing new abilities in the design and print communications industry.

Qualifications Able to efficiently prioritize multiple tasks, delegate responsibilities, coordinate large projects with multiple vendors and perform well under deadline pressure. Excellent communication, organizational, time management and problem solving skills. Nine years experience in account management.

In-depth knowledge of digital pre-press, proofing, imposition and output systems. Twelve years experience with Adobe Systems' software packages. Experienced with traditional layout procedures, paste-ups, mechanicals and artboards.

Practical knowledge of paper specifications and sheet characteristics, multi-color and process color sheetfed and web estimating, printing, bindery and finishing systems, as well as post-press delivery, fulfillment, mail handling and product distribution.

Experience **Top Dog** October 2002 - Present
t•dogg studios: Sacramento, California

Professional graphic design, marketing, printing and distribution services to corporate, association and small business clients. Utilize extensive industry contacts and practical business knowledge to offer clients a superior print-buying experience. Develop secure web-enabled resources for easy communications between clients and vendors.

Account Executive May 2000 - October 2002
Commerce Printing Services: Sacramento, California

Commission-based outside sales of design, print and distribution services for commercial sheetfed and open web production facility. Researched and developed prospect list, contacted potential clients through phone, mail and personal calls. Responded to corporate and government RFP's, consulted clients on production and distribution options, wrote estimate requests, production schedules and production tickets.

Account Executive January 1995 - May 2000
Print Media Plus: Sacramento, California

Commission-based outside sales of design services, printed materials and related media. Consulted clients on technical and economical options, developed project specifications and production timelines, negotiated vendor pricing and coordinated multiple vendor efforts. Created and began instituting a web-based relational database to streamline business systems from estimating through accounting, with the goal of providing real time data retrieval for both field reps and clients through the internet.

Retail Manager July, 1994- January 1995
Exact Copy: Citrus Heights, California

Managed retail copy service for two months as sole employee, based on brief weekly interactions with out of state owner. Conducted interviews and hired employees. Implemented in-house graphic design service. Responsible for all estimating, planning, production, inventory control, purchasing, and invoicing.

Sole Proprietor November 1993 - January 1995
>A:/dig.art: Fair Oaks, California

Free-lance digital artwork, image manipulation and desktop publishing for local businesses and private parties. Design of corporate identities, business forms, newsletters and marketing materials, providing a duplication and printing service as part of the "creation to completion" concept.

References Will be provided upon request.