



Marisa Abbott

cell: 262.490.3523

e-mail: marisa.e.abbott@gmail.com

Qualifications Summary

Efficient, dependable, and hard working in both high and low stress environments. Great team member with confidence in leadership skills and speaking in front of groups. Works well both alone and with crews of people. Experienced in working with customers and coworkers in a friendly, inviting, and calm manner. Strong communication and problem-solving skills and a fast learner.

Employment and Experience

Western Regional Sales Manager

SGM Lighting Inc. / Remote / April 2021-June 2024

- Communicated with Reps and Dealers on projects, product updates, and demo equipment
- Planned and participated in visits with Specifiers, Dealers, and Reps to demo new products and features
- Supported events such as tabletop shows, tradeshow, and conventions by assisting with booth design, setup, and strike
- Created quotes and tracked projects through company software
- Coordinated with other sales managers on large and/or cross-territory projects
- Communicated market feedback and requests to product managers

Tradeshow Electrician / Booth Support

Blizzard Pro / Pewaukee, Wisconsin / October 2017-April 2021

- Led crews of technicians in setting up lighting rigs with 150+ fixtures for tradeshow booths
- Organized, updated, and maintained drawings of tradeshow lighting rigs and plans
- Assisted lighting designer in creating looks that demonstrated lighting fixtures' key features and programmed demo cue lists for fixtures for customers to interact with
- Demonstrated product features and uses to customers interested in products

Theatrical Lighting Designer and Scenic Artist

Freelance / Milwaukee, Wisconsin / Sep. 2017-April 2021

- Worked with Production Teams to create a production design from initial concept to final product that fit within a Director's vision
- Created and drafted digital lighting plots specific to the project and its needs
- Worked with a team to focus lighting instruments based on lighting plot
- Designed and programmed lighting for theatrical productions

Head Electrician

Florentine Opera Company / Milwaukee, WI / Jan. 2018-April 2021

- Worked with Lighting Designer to execute their lighting plot and design
- Oversaw rental orders and equipment and stayed within planned budget
- Planned out circuiting and data for lighting plots to fit the rental space and constraints
- Prepped rental gear and materials ahead of time to facilitate an efficient load-in
- Led crews of 5-10 people in hanging and focusing the light plot
- Assisted lighting designer during their residency and resolved any lighting issues

Project Management Intern

Electronic Theatre Controls (ETC) / Middleton, WI / May-Sep. 2016

- Checked lighting system plan drawings for errors
- Participated in meetings with clients to ensure all parties had up-to-date information
- Checked in with multiple departments (such as quotes, shipping, and tech services) to receive updates on product, project timelines, or order lead time
- Communicated with clients and dealers via phone calls, emails, or meetings to ensure their plans and needs were being met

Training and Education

UW-Stevens Point

BFA Theatre Design & Technology
Summa Cum Laude (Highest Honors)

- Lighting Design
- Scenic Painting
- Stage Management
- ETC Ion XE Console Programming, Level 3: Nov. 2018
- ETC Cue: Lighting Convention & Workshops: 2012 and 2017
- USITT: Workshops in Lighting & Stage Management: 2013
- Motorcycle Safety Foundation (MSF) RiderCoach Certified (2021)

Areas of Strength

- Computer and hand drafting
Vectorworks Spotlight
AutoCAD
- Photoshop CS5
- Programming on ETC Eos
Lighting Consoles
- Basic Programming on Hog and
GrandMA lighting consoles
- Microsoft Office
- Project Planning
- Presenting in front of groups
- Organization
- Time Management
- Communication
- Leadership
- Attention to Detail
- Carpentry
- Soldering
- Sewing
- Driver License (Class DM)

References

Jay McGregor

*Architectural Regional Sales Manager -
West / Electronic Theatre Controls
385-227-0132*

Elizabeth Thurman

*Senior Product Manager / Harley-Davidson
208-703-8738*

Derek Buckles

*Production Technician / Studio Gear
715-514-9794
dbuckles@studiogear.net*