



Richard Zamorski

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PROFILE

Innovative and global minded individual set out to share over 15 years of global sales, marketing, media, entertainment artist strategy and performance, motivational speaking, global brand consulting and team training & development with a top global corporation. Bringing over 250 major cities in over 70 countries as business and personal travel, my vision is to integrate profitable demographic marketing strategy with personable and relatable human interactions to maximize overall performance, ratings, and revenue growth at quantum speed

EXPERIENCE

Global Freelance Consulting Z19Global LLC

📅 2020 – present

Providing high-end services of consulting for visionaries, creatives and already advanced entrepreneurs including artists, entrepreneurs and high-level executive officers for major corporations; life experience and expansion energetics are also provided through specified personalized requests

Regional Sales & Media Marketing Dufry WorldWide Cruise Services

📅 2019 – 2019

Consulting leadership & retail operation teams of global cruise line corp aiding in execution of corporate vision initiatives, sales training, marketing launches and business model consult (3.5mil+ growth)

Luxury Goods Consultant & High Ticket Sales Royal Media Partners

📅 2016 – 2020

Responsible for the promotion, media, marketing, and sales of global jewelry brands in over 20 ports of call Caribbean Bermuda & Alaska Markets
Winner Highest Sales in 1 day (\$600,000)
personal sales of over 10mil annual

Cruise Sales Manager Royal Caribbean International

📅 2013 – 2016

Managing multi-million sales targets, training and development of large teams of sales associates with responsibility of new marketing concept initiatives and loyalty programs in US, Europe, Asia, & Australia markets
35 mil in sales team and individual

Vocal Captain Celebrity Cruise Line

📅 2013 – 2015

Broadway, Pop, and Cirque du Soleil Style shows leading as vocal captain and specialty vocalist while managing all singers and live music production elements involved
highest rated performance score vocally and show representation out of entire fleet

Entertainment Walt Disney World

📅 2010 – 2011

Performing in various shows, parades, special events and one of world's first depiction of live acting and singing characters used in TV/Media globally

EXPERIENCE

Sales Expert Best Buy

📅 2006 – 2009

Store Lead assisting in the sales of all products in all departments including aiding in the training of new staff and the development of new job roles

EDUCATION

Music Management & Performance (Conservatory Level) University of Miami

📅 2009 – 2011

Conservatory of Music – Vocal Performance, Vocal Pedagogy, Music Business, Independent Artist Training

Scholarship for top 5 program in the USA

Economics & Vocal Performance Lawrence University

📅 01/2008 – 2009

Dual Degree Program Econ/Music

scholarship award winner Vocal Performance & Business Studies

SKILLS

① SKILLS

Public Speaking



Creativity



Innovation



Team Playing



People Skills



Work Ethic



Communication



REFERENCES

Elizabeth Teberio Visions Fine Art

📞 (928) 273.7088

Christina Cox Nexus Mortgages

📞 (954) 980.7112