

**JEAN-MAURICE  
GUILLARD**

**SALES & MARKETING  
DIRECTOR - MUSIC  
INDUSTRY (CV EN)**



Creative

Versatile

Passionate

Sociable

Determined



LinkedIn

Creative and versatile, since a long time fond of music, I have had the occasion to be confronted with the requirements of this profession through my different professional experiences and personal activities.

Sociable, autonomous and determined are my main qualities which lead me to invest myself in each of my projects so as to provide a quality work recognised by my colleagues.

I like to travel and to be inspired by my environment in order to always reinvent myself. I keep listening and I am ready to be committed to you in order to develop future projects together.

27 years old

Driving License

📍 Marseille (13006) France

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## EXPERIENCES

### Sales and Marketing Director

Delta Festival - Since November 2023

Responsibilities : Director of the Delta Festival's sales and marketing strategy; Management of the festival's entire network of private partners and ticketing. Year-round management of this department's teams.

### Partnership Manager

Delta Festival - January 2022 to November 2023

Missions: Development of the festival's partner network; Responsible for marketing the Delta Festival; Hidden VIP Experience & Pra Loup Festival; Operational implementation of our partners' activations; Management of professional invitations; On-site reception.

### Head of Communication, Booking & Partnership

3DOM NIGHT - Since January 2015

Missions: Annual organization of EDM events up to 10,000 people, since 2015; Contact and hosting of artists of the French electro scene; Realization of partnerships with various recognized organizations; Implementation of communication and marketing strategies of the association.

### Sponsorship and Partnerships Assistant

NSG Production / Panda Events (Les Plages Electroniques ) - March 2019 to December 2019 - Cannes - France

Missions: Creation and implementation of partnerships; Management of professional invitations; Welcoming and guiding partners; Coordinating the distribution of partners' promotional videos; Management of screening tables.

### Event Project Manager

Area Box Agency / Le LAB Festival - September 2017 to December 2017 - Paris - France

Missions: Organisation of the 2018 edition of the LAB Festival, biggest DJ contest of Paris; Shortlisting, booking and welcoming of near 130 French and foreign artists; Renewing of partnerships and search of new sponsors.

## SKILLS

### Degrees

Master's degree - Event Management - with honors (2021); Bachelor's degree - Event Management (2019); High school diploma - Economic and Social Sciences (2014).

### Languages

- ▶ French: native
- ▶ English
- ▶ Spanish



### Mastery of software packages for photo, video and sound editing

- ▶ YouTube Creators Studio
- ▶ Wondershare Filmora12
- ▶ Teams ; Zoom ; Skype
- ▶ Rekordbox
- ▶ Pack Office
- ▶ Suite Adobe
- ▶ OBS Studio



## EDUCATION

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### Master's Degree - Event Management

Angers University / ESTHUA / France

September 2016 to November 2021

A University training within the Faculty of Tourism, ESTHUA (Angers University), the leading european centre for higher education in the Tourism Industry, offering a specialisation in event management (Scenography of events, Strategic event marketing, Event production, Technical event engineering, Team leadership and management in the event industry...).

### Erasmus mobility

Nicolaus Copernicus University

February 2020 to July 2020

Outgoing mobility (one semester) in Poland during the first year of my Master's degree. English-taught courses (Logistics, Strategic Management, Group Dynamics in Organizations, Organizational Analysis and Design...) at the Faculty of Economic Sciences and Management (AACSB and AMBA accredited).

### STAPS (Sport Management)

IFEPSA

September 2014 to June 2016

Training in Sciences and Technics of Physical and Sports Activities at the Institute of Physical and Sports Education of Angers (IFEPSA, France). Two years of Bachelor's studies.

## INTERESTS

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### Ad hoc assignments

Les Plages Électroniques (Bar assistant - Cannes 2022); Global Citizen Live (Access control assistant - Paris 2021); Delta Festival (Backstage assistant - Marseille 2021); Positiv Festival (Access control assistant - Orange 2021); Les Dunes Électroniques (Partnerships assistant - Tunisie 2019).

### Music

Passionate about music, I have been a DJ for many years under the pseudonym: Ateurnov. I founded in 2018 the YouTube channel "Dopa." dedicated to the promotion of the electronic scene (Future / Electro / Progressive & Deep House music). Link: <https://www.youtube.com/dopamusic>

### Travel

Sel Octagon Tokyo (Japan - 2023); FCK NYE Festival (Belgium - 2022); Avicii Tribute Concert (Sweden - 2019); Dunes Électroniques (Tunisia - 2019); Ultra Europe (Croatia - 2018); Zrce beach (Croatia - 2017)...

### Sports

Regular practice of Running and five-a-side football. Other sports in the past: Horse-Riding (level 5); Rugby; Taï Jitsu; Tennis...