



**Pascal Bonjour**

942 19th Ave E, Apt 101  
Seattle, WA 98112

206-979-6276

pascal.bonjour@outlook.com

[pascalbonjour.com](http://pascalbonjour.com)

Mar 2009 — Feb 2013  
Seattle, WA

QUALIFICATIONS OVERVIEW

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Proven track record of hands-on management, project management, marketing, and sales. Successfully combining teamwork and leadership to design and execute solutions that create customer value, deliver operational efficiencies, improve communications, and increase stakeholder value.

PROFESSIONAL EXPERIENCE

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**Zones, LLC** Jun 2022 — Present  
**Partner & Product Management | Communication** Seattle, WA

*Zones is a leading global provider of comprehensive IT solutions and services, bolstered by robust partnerships.*

- Maximizing value and leveraging partner resources to best position brand for the organization.
- Significant brand sales revenue and gross margin growth within the first quarter of start.
- Providing comprehensive training to sales teams on partner products, services, programs, and resources, while actively driving new and existing opportunities to fruition.
- Ongoing marketing activities for continuous brand exposure and growth within the organization.

**Self** Feb 2013 — Jun 2023  
**Design | Marketing | Project Management** Seattle, WA

*Specializing in innovative design and marketing; enhancing online visibility for local small and medium-sized businesses.*

- Created custom websites with eye catching design and relevant content, with knowledge of varying technologies, including custom marketing campaigns; both on-line and print.
- Proficiency in Adobe CC, including Illustrator, InDesign, Photoshop and more.

**Waterways Cruises & Events** Jun 2021 — Apr 2022  
**Cruise & Event Management | Sales** Seattle, WA

*Waterways is a family owned cruise and events company specializing in public and private specialty events both on water and land.*

- Managed launch and sales of all public cruises, resulting in half of all revenue, through online bookings.
- Managed scheduling, sales, and support of all public cruises, including specialty events, utilizing the latest event-booking SAS available.
- Migrated public ticket sales to new booking management system leading to increased efficiencies and cost savings company wide.

**The Lookout Management** Apr 2014 — Apr 2021  
Seattle, WA

*The Lookout demonstrates a steadfast commitment to prioritizing exceptional service, fostering enduring customer relationships, and strategically driving customer growth within the local community as a neighborhood bar and grill.*

**Management | Sales**

- Increased annual profitability since joining the team, with focus on customer retention strategy.
- Management with emphasis on team leadership, customer service, and operational efficiencies.
- Lead local marketing efforts through on-line, social media and print.

**MindActiva, LLC**  
**Creative Director | Marketing | Project Management**

*MindActiva is a dynamic media and communications company specializing in innovative educational products tailored for early language learning.*

**Management | Operations | Project Management**

- Recruited and managed development team for international product launch in foreign markets.
- Project managed product development and manufacturing of two complex interactive products within budget and schedule.
- Setup IT infrastructure and systems that enabled international collaboration and sharing of complex media assets. This includes setup and management of SharePoint site.

**Marketing | Design**

- Developed public relations and promotional campaigns that resulted in eight prestigious product awards within six months of product launch.
- Hands on approach with all media content for print, video, and web using Adobe Creative Cloud.

**Key Accomplishments**

- Project Managed global multicultural creative and technical team on \$1.2M project.
- Launched two products, achieving international sales in over 25 countries.

**The Stratford Company** Oct 2007 — Mar 2009  
**Business Manager** Seattle, WA

*The Stratford Company is a real estate investment and development company that acquires, develops, markets and manages real estate investments.*

**Management | Operations | Administration**

- Setup, coordinated and managed weekly executive team meetings with leadership.
- Improved cash flow by streamlining the income acquisition process for IRA rollover investments and maintaining CRM system for fund investments.

**Marketing**

- Designed and deployed an on-line communication systems for tenants that simplified internal processes and resulted in improved customer service and satisfaction.
- Collaborated directly with the CEO on all marketing, promotion and investment forum presentations.

**Key Accomplishments**

- Migrated the company's server and terminal-server services to cloud-based services; reducing outsourced IT costs by 80%

ADDITIONAL

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- Proficient in Adobe CC, to include Photoshop, Illustrator, InDesign and more.
- Deployment, administration and internal support of Microsoft Server, Exchange Server, SharePoint Server/Services, Office 365, and Google Apps.
- Languages: English & German.

EDUCATION

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- Western Washington University, Bellingham WA, USA (Business Admin)