

# MAURICE VALENTINE



## LEADERSHIP

- 2018 **SR. PRODUCT MARKETING MANAGER**  
Boost Mobile, Value Added Services
- 2016 **PRODUCT MANAGER**  
Sprint Corporation, Entertainment Services

## WORK EXPERIENCE

- 2015 **PRODUCT ANALYST**  
IMS Health, Web-Based Applications
- 2014 **SALES SUPPORT SPECIALIST**  
Health Care Data Solutions, Strategic Accounts
- 2012 **MARKET RESEARCH SPECIALIST**  
Health Care Data Solutions



## CORE COMPETENCIES

- |                                |                                      |
|--------------------------------|--------------------------------------|
| PRODUCT   BUSINESS DEVELOPMENT | PARTNERSHIP MANAGEMENT   NEGOTIATION |
| MARKETING & BRANDING           | TELECOMMUNICATION                    |
| STRATEGIC PLANNING & ANALYSIS  | TEAM LEADERSHIP                      |
| PRODUCT INNOVATION             | RELATIONSHIP BUILDING                |
| PRODUCT LIFECYCLE MANAGEMENT   | CROSS-FUNCTIONAL COLLABORATION       |



## SENIOR PRODUCT MANAGER



## PROFESSIONAL PROFILE

A creative, business development, marketing and product professional in the entertainment industry with expertise in launching and managing technically driven projects and services, presenting to senior leadership and analyzing marketing, research, revenue, sales and strategies. Creating partnerships and developing innovative value-adds in mobile user experiences to increase business through cross-functional team leadership.

## ACHIEVEMENTS

- 2018 **DESIGN**  
Created and collaborated with Studio+ International to launch a fully featured video service into Sprint Spot that is dedicated to premium short series designed for direct monetization, retention and upgrades.
- 2017 **COMMUNICATION**  
Coordinated launch and sunset 6 month trial with Sling TV in Atlanta & Chicago that allowed Sprint to counter AT&T | Direct TV, attract new mobile subscribers on Pay TV with savings, retain at risk customers
- 2017 **ENGINEERING**  
Directed and launched a carrier-billing partnership with Lionsgate that allowed Sprint to bring theatrically released motion pictures and original television series to consumer's devices by Pantaya and Starz.
- 2016 **BUSINESS ACUMEN**  
Managed the post launch of strategic partnerships with DraftKings, Pokémon Go & TIDAL and coordinated Sprint offers with exclusive promotions to drive acquisition and align with culturally relevant brands

## VOLUNTEER WORK



- 2018 **ASSISTANT DIRECTOR**  
Camp High Point
- 2016 **ASSISTANT PROJECT MANAGER**  
John Woodard Construction

## EDUCATION



- UNION COLLEGE  
2007 - 2011
- Bachelor of Science  
Business Admin: Management & Marketing
- 2011 National Society of Leadership & Success

## AWARDS



- 2014 **HEALTHCARE DATA SOLUTIONS GEM AWARD**
- 2013 | 2012 **OUTSTANDING PERFORMANCE AWARD**
- 2012 **OUTSTANDING PERFORMANCE AWARD IN AREA OF QUALITY**
- 2011 | 2009 **SQUIRREL DANCE FILM FESTIVAL WINNER**



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