

Alexander Sierputowski

CANDIDATE FOR PROJECT MANAGER


WHY ME

Project manager with 10 years' experience nurturing strategic partnerships, managing stakeholder expectations, and leading cross-functional teams to deliver complex and award-winning deliverables on time and under budget.

Manage processes, implement continuous improvements, and mitigate risk in innovative and creative spaces.

Communicate collaboratively with various audiences, across multiple platforms, while gaining alignment on strategic direction and subsequent adjustments.

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PROJECT MANAGEMENT EXPERIENCE

GameDirection LLC

1/2014 - present

FOUNDER | PROJECT MANAGER | LEAD GAME DESIGNER

Oversee full-service game consultancy offering agency services that move projects from conception to publication. Position new games with an effective go-to-market launch leveraging crowd-funding campaigns. Achieve marketing and sales objectives by harnessing power of gaming conventions. Special attention is paid to creating inclusive designs that empower players through rich accessibility accommodations and features.

Top Accomplishments

- Raised \$100K+ in crowdfunding for direct managed projects
- Launched Emberwind at 1.4X profit ratio and sold \$20K copies during first 4 years in publication
- Grew sales for Pluto by 50% during 1st convention cycle and another 25% during 2nd cycle
- Orchestrated publication of 25+ games
- Hosted weekly playtesting virtual meet-ups with 200+ total attendees to support 15 client's concurrent projects and 25 additional projects
- Recognized with Pax Together Award during Pax East 2022 for game designs that celebrate inclusivity and accessibility

Key Projects

- Collaborated on 15+ crowdfunding campaigns that raised \$850K+ total in funding to support project launches
- Spearheaded attendance at 300+ game conventions representing small to medium-sized game studio brands
- Delivered Snack Attack during global pandemic, met timeline deliverables, 3 successful print runs, and \$20K in sales
- Mitigated risks during convention appearances through development and implementation of proprietary playbook
- Designed playtesting tracking software to collect documentation, feedback, and confirm blind test results

Minuteman Press

8/2022 - present

PROJECT MANAGER | PRINTING DIRECTOR

Manage client relationships, project development, and deliverables for local printing and logistics franchise in Northeast Ohio. Build and nurture client relationships on large projects for American Greetings, KeyBank, and Malley's Chocolates. Ensure quality and efficiency in the processes and projects delivered.

- Grew store sales by 22% through increased creative design, on-time delivery, and improved relationship-building
- Improved margin rate by 5%/order through strategic quoting
- Increased repeat client projects by 10%
- Managed 15+ client projects weekly

DreeBot

1/2023 - present

CHIEF MARKETING OFFICER, CONTRACT

Manage marketing efforts for innovative gaming platform start-up that prioritizes safety and security of players. Develop marketing infrastructure, including website, branding strategy, and digital assets. Project is set to launch in late 2024.

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TOOLS

Project Management: Asana, Slack, Discord, ClickUp

Programming: Java, Javascript, C#, C++

Web UI: HTML, CSS & Bootstrap, Javascript, JQuery

Software: Adobe Suite, Photoshop, Illustrator, InDesign, After Effects, Unity, Unreal, Godot, Blender, Linux

SKILLS

Project Management

Agile Methodology

Strategic Planning

Stakeholder Management

Cross-functional Collaboration

Continuous Improvement

Budget Management

Strong Communicator

Process Development

Quality Control

PUBLISHED GAME PROJECTS

The Big Shuffle

Emberwind RPG

Dungeons and Dinos

Snack Attack the Card Game

Iron Impetigo

Candy Critters

Exceed: Fighting System



PROJECT MANAGEMENT EXPERIENCE, CONT.

Nomnivore Games

1/2020 - 5/2023

INDIE GAME DEVELOPER | EXHIBITION PROJECT MANAGER

Oversaw game development projects, marketing initiatives, and convention sales team for award-winning indie game studio. Architected significant contributions to published games, Emberwind, Snack Attack, and Dungeons and Dinos.

- Delivered 20K unit sales during global pandemic with conservative marketing budgets
- Managed 6-month timeline for Snack Attack, launching on time and under crowdfunded investment
- Facilitated 75 convention and exhibition appearances to raise brand awareness and exceed sales objectives

Level 99 Games

8/2018 - 5/2019

LEAD SALES TEAM MANAGER

Led remote global sales team of 20 tradeshow and convention sales specialists for start-up card and board game publisher. Engineered convention logistics of asset delivery. Streamlined convention planning processes that mitigated risk and tended to real-time complications as they arose.

- Generated team sales of 100K+ units during convention and tradeshow exhibition
- Delivered 100+ game conventions and tradeshow brand appearances, including Anime Ex, Comic Con, and Pax East
- Achieved 7% positive ROI by securing new partnerships, expanding the client base, and fostering lucrative collaborations during convention appearances
- Collected Level 99 Games Players Choice Award for Exceed Street Fighting System and AEGIS Judges Choice Award at Ohayocon 2019



OTHER RELEVANT EXPERIENCE

TARKETT, **Designer on Demand | 3D Modeler**, 2018

Improved client-facing presentations and increased client proposal approval rates through data visualization and 3D modeling

TRG REALITY, **CGI Generalist**, 2018

Designed high-quality, realistic 3D models and renders to meet client objectives, on time and under budget

WE CAN CODE IT, **Instructor**, 2018

Designed and executed lesson plans, resulting in improved engagement, programming, and electronics skill acquisition



EDUCATION

Bachelor of Fine Arts, BFA

Game Design | Interactive Media Design
Cleveland Institute of Art

Internship Experiences

Programmer, Cleveland Institute of Art
Software Design, Hyland, creator of OnBase
UI Designer, Hy-Ko Products Company