

# Zachariah Cabral

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## Professional Summary & Skills

Business owner and operator, entrepreneur, and military veteran with skills in leadership, resilience, and operational excellence with 6 years of military service and 9 years as a team builder and creative content producer.

Leadership ♦ Team Management ♦ Sales ♦ Customer Service ♦ Financial Management ♦ Team Collaboration ♦ Technical Engineering ♦ Building Client Relations ♦ Communication ♦ Word ♦ Excel ♦ Social Media ♦ Brand Development ♦ SEO

## Industry Experience

Mar 2017 – present

### ***Castle Door Studios Owner, Manager & Chief Engineer Winter Park, FL***

- Generated a 93% increased revenue over previous year
- Managed P&L and financial reporting to ensure company success
- Developed company brand & strong customer relationships
- Troubleshoot technical signal flow of equipment and gear
- Managed, booked, and organized networking events
- Recorded over 100 clients in several genres
- Produced over 50 video projects

Jun 2011 – present

### ***Conflicting Motive, Manager & Artist Orlando, FL.***

- Over 1,000 live shows at restaurants, hotels, & private venues.
- Band leader, record producer & distributor
- Established professional relationship with promoters & musicians
- Web design, branding, social media, & promo marketing
- Session musician & vocalist for 100+ Full Sail Students & faculty
- Worked at over 25 notable venues, local & international for over 500 audience members

## Military Experience

Apr 2007 – Apr 2013

### ***United States Air Force, Staff Sergeant, Security & Law Enforcement***

- Leader of over 30 posts/patrols in support of 150 national security resources valued at \$18.5 Billion
- Managed, supervised, & performed security forces activities, nuclear weapon system security, & law enforcement
- tracked operations through a detailed system of checklists, status boards & alarms systems while maintaining radio command
- Provided Police Services in support for 10,000 active duty personnel, family members & local nationals
- Multi-tasked under very high stress environments that required exceptional attention to detail & zero tolerance for error

## Education

2016 Master of Science, Entertainment Business | Full Sail University, Winter Park, FL

2015 Bachelor of Science, Recording Arts | Full Sail University, Winter Park, FL

2012 Distinguished Graduate Airmen Leadership | CC of the Air Force, Great Falls, MT