

# Jeremy R. Sneller

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## PROFESSIONAL SUMMARY

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Operations and project leader with 20 years of experience spanning project and account management, client relationships, and live event production. Progressed from hands-on Technician to Area Director, leading teams, owning client accounts, and delivering complex technical projects on time and on budget. Equally effective directing large-scale operations and solving problems hands-on in high-pressure environments. Known for building durable client relationships, developing and training teams, and bringing structure and reliability to fast-moving work.

## CORE COMPETENCIES

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- Project & Program Management
- Account & Client Relationship Management
- Team Leadership, Hiring & Training
- Operations, Staffing & Logistics
- Budgeting & Vendor Management
- Business Development & Sales
- Live Event Production & Technical Direction
- AV Systems — Audio, Video, Lighting & Broadcast
- Application Development & Automation (AI-Assisted)
- Process, Workflow & Productivity-System Design

## CERTIFICATIONS

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- **Audinate Dante Level 3 Certified**

## PROFESSIONAL EXPERIENCE

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**Prestige AV** — Lead AV Technician *Memphis, TN • Nov 2025 – Present*

- Lead technical crews of 5–10 on live corporate and event productions serving 400–1,200+ attendees, directing setup, operation, and teardown of audio, video, and lighting systems.
- Coordinate on-site teams and troubleshoot signal flow in real time to keep high-profile events running without interruption.
- Partner with project managers and clients to translate event requirements into reliable technical execution.

**The Bank of Fayette County** — Loan Coder *June 2025 – Nov 2025*

- Coded and processed loan documentation, ensuring accuracy and compliance with banking and regulatory standards.
- Maintained detailed records and supported the lending team with data quality and verification.

**ProductionOne** — Business Development Manager *Memphis, TN • Feb 2024 – Apr 2025*

- Built the company's sales pipeline from the ground up, negotiating cooperative agreements with CityCurrent and developing new relationships across local municipalities and churches.
- Helped establish a recurring concert series, expanding the company's event footprint and recurring revenue.
- Delivered audio and lighting production for large-scale concerts featuring well-known national acts.
- Served as primary liaison between clients, creative teams, and technical crews, aligning production strategy with hands-on technical delivery.

**Swank Audio Visuals** → **PSAV** → **Encore** — Progressive Leadership Roles

*Memphis, TN • 2006 – Jan 2024*

*Advanced through seven progressively senior roles over 18 years as Swank Audio Visuals merged into PSAV and rebranded as Encore — spanning technical operations, project management, and sales leadership.*

**Area Director**, Encore — 2022–2024

**Sales Manager**, Encore — 2021–2022

**Director of AV Services**, PSAV — 2017–2021

**Project Manager**, PSAV — 2013–2017

**Technical Director**, Swank Audio Visuals — 2010–2013

**Technical Coordinator**, Swank Audio Visuals — 2008–2010

## **AV Coordinator**, Swank Audio Visuals — 2006–2008

*Selected accomplishments across these roles:*

- As **Area Director**, led a 16-person team — directors, sales managers, operations managers, and technicians — across the six largest hotel venues in the Memphis market, owning operations, staffing, and client accounts.
- As **Sales Manager**, grew one property's annual revenue from ~\$1.5M to \$2.6M (≈70%) through new business development and account growth.
- As **Director of AV Services**, grew annual sales production from \$112K to \$300K (a 168% increase) while leading AV service delivery; pivoted the business to virtual and hybrid meetings during the 2020 COVID shift.
- As **Project Manager**, ran roughly 30 large-scale events per year, each generating \$50K+ in revenue, overseeing budgets, vendors, and multidisciplinary crews from scope through on-site delivery.
- Selected as a corporate trainer across the Swank and PSAV years, leading new-hire onboarding classes at company headquarters.

## **ProductionOne** — Director of Project Development (*Interim*)

2021

- Led project development initiatives during a 2021 COVID-19 furlough from PSAV, before returning to the company (then rebranded as Encore) as Sales Manager.

## **Etude Lab** — Independent Audio Engineer / Producer

2001 – Present

- Independent audio practice built over two decades of freelance and project work.
- Provide recording, mixing, and production services for a range of clients and creative projects.
- Handle each project end to end — client relationships, scheduling, and delivery.

## **COMMUNITY & VOLUNTEER EXPERIENCE**

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### **Redemption Community Church** — Technical Volunteer (Streaming & Production)

Mar 2020 – Present

- Lead livestream and broadcast production, managing video switching, comms, lighting, and encoding.
- Provide volunteer tech training and contribute to ongoing system upgrades and media workflow design.

### **Bartlett Hills Baptist Church** — Media Director

2012 – 2017

- Directed technical execution for weekly services, events, and seasonal productions.
- Maintained all media systems and guided AV system upgrades.
- Led and trained volunteer teams in audio, lighting, and media support roles.

## **TECHNICAL PROFILE**

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- **Audio Systems & Networking:** Dante audio networking (Level 3 Certified), Yamaha CL/QL, Allen & Heath, Shure Wireless Workbench
- **System Design & Tuning:** JBL Venue Synthesis & Performance Manager, signal flow & system diagramming
- **Video & Lighting:** Blackmagic ATEM, SDI/NDI routing, LED processors, ETC, GrandMA
- **Broadcast & Streaming:** OBS, Ecamm Live, ProPresenter, RTMP/SRT streaming
- **Software & Productivity:** Google Workspace, Microsoft Office, relational databases, AI-assisted app development, custom productivity-system design