

Joshua D. Sherman

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EDUCATION:

Brooklyn College, Brooklyn, NY

Master of Fine Arts received May 2002

Field of Study: Performance Arts Management

GPA: 3.7/4.0

Dickinson College, Carlisle, PA

Bachelor of Arts received May 1996

Majors: English, Dramatic Arts

GPA in Majors: 3.3/4.0

EXPERIENCE:

Booking/Sales Agent, Columbia Artists Theatricals, Inc., New York, NY (Aug. 2001-current)

Responsible for selling/booking one-night and split-week engagements of Broadway tours to presenters and promoters throughout North America. National tours booked (both union and non-union) include *Cats*; *Chicago*; *Saturday Night Fever*; *Fiddler on the Roof*; *Bring in da Noise*; *Bring in da Funk*; *Stomp*; and *The Presidents (starring Rich Little)*. Tasks included contracting, investment agreements, sales & expense projections, itinerary/calendar management, and knowledge of technical riders. Negotiated both flat deals and splits, royalties, expenses/price scales. Strongest contacts are in the South, Northeast and Canada.

Company Manager, Jekyll Island Musical Theatre, Jekyll Island, GA (May 2001 – July 2001)

Company manager and house manager for summer stock theatre producing *Annie Get Your Gun*, *You're a Good Man, Charlie Brown*, and *My Fair Lady* in repertory. Oversaw dormitory facility management. Public relations included partnership work with Jekyll Island Authority, marketing to K-12 school systems, and press events at ladies' auxiliary luncheons. House manager for 1,000 seat outdoor theatre facility.

Production Assistant, *The Lion King*, Disney Theatricals, New York, NY (Sept. 2000 – Dec. 2000)

Handled travel authorizations, souvenir program layout and contract memos for *The Lion King*.

Producer / Co-founder, The BITS Players, New York, NY (Feb. 2000 – Nov. 2001). Assembled cast, crew, staff, budget and investors for off-off-Broadway productions of *The Complete Works of William Shakespeare [Abridged]* (April 2000, Abingdon Theatre), *The Game: A Zany Sex Comedy* (Feb. 2001, Raw Space), and *A Woman of No Importance* (Nov. 2001, The Independent Theatre). Specialized in promotion, sponsorship, guerrilla marketing, group sales, mailing list management, venue rental and sound design.

Director of Sales/Website editor, Showtix Group Sales, New York, NY (April 1998 – May 2001)

Full-time sales agent and box office liaison for major group theatre ticket sales agency for all Broadway and Off-Broadway shows. Maintained a weekly newsletter of show prices, performance schedules, and show synopses. Designed semi-annual eight page company newsletter. Edited website of www.showtixinc.com, trained in tables, framing, image transposition and HTML. Maintained and updated price scales, show times, and commission policies. Managed mailing list of 13,000 clients. In-house technical administrator for Windows NT and Novell networks.

Ticket Agent/Club Manager, Group Sales Box Office, New York, NY (Jan. 1997 - March 1998)

Head of individual sales department for group theatre ticket sales agency in the Broadway district, taking telephone orders, purchasing tickets, and confirming seat locations with box office personnel. Club manager of *Stubs Preview Club* and *The Matinee Club*, two subscription-style Broadway theatre clubs.

OFFICE SKILLS: Excel, Word, Front Page, Paradox, Publisher, Lotus. Expert phone. Type 50 wpm.

REFERENCES:

Tobie Stein, Brooklyn College MFA Program Director. 718.677.6173

Patricia Daily, Vice-President, Showtix Group Sales. 212.302.7000

Jeffrey Norman, Public Relations VP, New Jersey Performing Arts Ctr. 973.642.8989