

Ian D'Souza

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Seasoned and result-oriented events professional with over 15 years' experience covering live events, immersive experiences, corporate events, experiential activations, sports events, award shows and road shows. Skilled project leader with exemplary planning and implementation capabilities, delivering results that move the needle.

Work Experience

PERIOD	COMPANY	ROLE	KEY PROJECTS
Jan 2024 – Feb 2024	Stamina	Sr. Producer Stage Manager	Opening Ceremony - E1 Jeddah GP Acceleration Fan Zone
Nov 2023 – Dec 2023	COP 28 (Ethara)	Operations Manager Venue Manager	COP 28 Green Zone
Oct 2023	Event Production Company, KSA	Sr. Project Manager Site Manager	SAB Bank Launch & Networking Event: Honouring Our Legacy – A Journey of Firsts
Sep 2023 – Oct 2023	INVNT, Dubai	Conference Producer Production Manager	Pepsi Co International Bottlers Conference
Jul 2022 – Aug 2023	Fever, UAE & KSA	Sr. Project Manager Sr. Producer Stage Manager	Candlelight Concert Series Classic Rock Tribute Concert Series Elf the Musical Fireman Sam Jazz Garden Money Heist Escape Room Chaos Lab Harry Potter – Forbidden Forest Small is Beautiful
Jun 2021 – Apr 2022	Expo 2020 – Artists in Motion	Technical Specialist Operations Manager	Stars in the Wild Harmony Al Adiyat – A Boy & His Horse Mr. Scraps Returns X'mas WHY – The Musical Omar Khairat Concert Armin van Buuren Concert – New Year's Eve
Jun 2021	Rego Group	Production Manager	Arab Health
Feb 2017 – Oct 2020	311 Entertainment	Sr. Project Manager Production Manager Stage Manager Site Manager	Citywalk Spring Activation Emirates NBD Partner Conference AUS Global Day Wipro Annual Global Employee Conference TECOM New Leadership Conference Zurich–Standard Chartered Partnership Launch Transguard Carnival UAE National Day – Various
Nov 2016	Yas Marina Circuit	Venue Manager	Formula 1 – South Oasis
Jul 2011 – Aug 2016	Walt Disney Co.	Project Manager Production Manager Stage Manager	Opening Ceremonies – IPL, Pro Kabaddi League Concerts – Arijit, Salim-Suleiman, Sonu Nigam Masterchef Food Festival Holi Festival Star Parivaar Awards
Apr 2005 – Jun 2011	Various	TV Producer	Pop Idol (Sony) Dancing with the Stars (BBC) Beauty & the Geek (Disney) Dismissed (MTV)

Event Genres

Opening Ceremonies
Music Concerts
Theatre
Festivals
Immersive Experiences
Mall Activations
Corporate Events
Gala Dinners
Award Ceremonies
Sports Events
Press Conferences

Professional Skills

Events

Creative Concepts & Proposals
Project Management
Stage and AV Setup
Entertainment Solutions
Technical - Site Build, AV, SFX
Supplier Coordination
Post Event & Debrief Report
Media & PR Support

Business Development

Sales Cycle Management
Revenue Growth Strategy
Sponsorship
Client Servicing
Contract Negotiation
Budgets & PnL

Video Content Production

Direction
Concept Development
Scripting
Pre-production & Recce
Post-production

Experience Details

Stamina Productions - Sr. Producer | Stage Manager

- Lead creative producer of the opening ceremony at E1 Jeddah GP
- Conceptualize and ideate all creatives, and write MC script
- Plan entertainment, trophy reveal and show flow
- Stage & Entertainment Manager at Fan Zone on Race Days

COP28 (Ethara) - Operations Manager | Venue Manager

- In charge of event setup & delivery for all events at Green Zone Bookable Spaces (Mobility District)
- Create operations plan and supervise build, AV, F&B and Front of House
- Liaise with cross functional teams - Expo City, COP28 and Alif Pavilion
- Manage client and sponsor relationships on ground

Event Production Company, KSA - Sr. Project Manager | Site Manager

- Create event agenda and entertainment programming for the exclusive Saudi Awwal Bank launch attended by industry CEOs and govt. officials
- In charge of event setup - build, AV, technology, branding
- Collaborate with Fractal (technology provider) using innovative media to create engaging content documenting the bank's milestones from 1926 till date
- Liaise with suppliers - entertainment, production, FM, security, valet, catering, hostesses

INVNT, Dubai - Conference Producer | Production Manager

- In charge of 'Elevated Evenings' of Pepsi International Bottlers conference
- Collaborate with client and in-house teams on content, speaker presentations, running order
- Oversee build of stage, AV, pre-function branding
- Choreography of 'blind taste test' challenge

Fever, Middle East - Sr. Project Manager | Sr. Producer

- Lead the project life cycle of an event, liaising with multiple cross functional stakeholders from Sales, Marketing, Legal, Finance, Ticketing, etc
- Manage event production timelines - pre-production, logistics, planning, vendor selection, hiring, onsite execution, and post-event wrap-up and report
- Guide growth and new ventures teams on ticket pricing strategy
- Execute brand integrations as stipulated in sponsorship package
- Create and manage budgets of different scales. Manage multiple productions and help scale various Fever Original IPs against team targets
- Collaborate with producers and strategists across geographies to identify new Fever IPs and create a pipeline for the Middle East

Software

Keynote
Final Cut Pro
MS Office Suite

Soft Skills

Excellent Networker
Highly Effective Negotiator
Innovative Problem Solver
Team Player
Eloquent Orator

Languages

English
Hindi
Urdu

Education

2003 - 2005

MS Communications,
Manipal University

1999 - 2002

Bachelor of Commerce,
Mumbai University

Expo 2020 (Artists in Motion) - Technical Specialist | Operations Manager

- In charge of setup, maintenance, rehearsals, and operations of scenic, puppets and props for daily productions at Al Wasl Plaza
- Rigging, automation and preset of scenic elements for daily productions
- Assemble scenic sets, puppets and props in workshop
- Assist puppet doctor in maintenance and upkeep of puppets
- Provide input for scheduling and production planning of day-to-day operations
- Management of local crew

Arab Health - Rego Group - Project Manager

- In charge of build, management, and teardown of 5 smart stands
- Liaise with client and other suppliers for smooth functioning of stands
- Lead a team of CRM representatives to facilitate lead generation, live streams and virtual meetings, and data collation

311 Entertainment - Sr. Project Manager

- Manage the yearly event calendar including operations and commercials
- Lead event life cycle - event design, site visits, structural fabrication, stage setup, AV production, entertainment, F&B, giveaways, travel, etc.
- Lead weekly meetings to ensure that projects are on track and within budget
- Draft event briefs and shortlist suppliers based on technical and commercials
- Source entertainment acts from across the world for local events
- Manage event P&L with minimum deviation
- Liaise with government bodies to procure licenses and permits
- Created a customer acquisition strategy that grew client portfolio 200% leading to increased revenues, higher profitability and team expansion
- Achieved savings of 50% by eliminating middle agents and negotiating lowest costs directly with suppliers and entertainers
- Initiated procurement of products from overseas suppliers

Formula 1 - Event Manager | Venue Manager

- In charge of complete venue setup, build, detailed logistics and operations of the South Oasis and Club
- Set up a live entertainment zone featuring performances by singers, dancers and costume artistes, and a gaming arena
- Supervise site build as per drawings and renders
- Supervise live bar and F&B zones
- Liaise and coordinate with suppliers, HSE, security and logistics teams

The Walt Disney Company - Project Manager

- Create, execute and deliver high impact events from pitch to delivery
- Present and manage the yearly event calendar based on business units' goals and brand objectives
- Lead presentations with C-suite on flagship projects
- Chalk out project schedules and timelines
- Source venues and supervise set construction and teardown

- Supervise stage, lighting, AV, SFX, multi-camera setup
- Supervise audience management, F&B, security, parking, and other logistics
- Execute special requests from sponsors and leadership departments
- Create post-event and debrief report
- Supervise press conferences and provide media support to PR and marketing teams

TV Producer & Director

Directed TV productions, documentaries, and promos across genres