

# Marcus T. Sullivan

m.sullivan.tech@gmail.com | 312-555-0189

## PROFESSIONAL SUMMARY

Forward-thinking Technical Director with over 12 years of experience managing large-scale theatrical productions and live events. Expert in structural engineering for the stage, high-end automation, and budget optimization. Proven track record of delivering 100+ complex scenic designs while maintaining a perfect safety record and reducing material waste by 20%.

## WORK EXPERIENCE

### Technical Director | Steppenwolf Theatre Company | Chicago, IL

May 2018 - Present

- Oversight of all technical aspects for 7 mainstage productions annually with budgets totaling \$1.2M.
- Engineered a complex rotating stage for a premier production that facilitated 12 seamless scene changes.
- Managed a full-time staff of 15 and up to 40 over-hire technicians during peak production periods.
- Implemented a new digital safety tracking system that reduced workplace incidents by 40% over three years.
- Negotiated a long-term contract with a regional steel supplier, saving the company \$30,000 in annual material costs.

### Regional Technical Supervisor | PRG (Production Resource Group) | Las Vegas, NV

Aug 2013 - Apr 2018

- Directed the technical implementation for 25+ large-scale corporate trade shows and live concerts.
- Audited and approved structural rigging plots for overhead loads exceeding 50,000 lbs.
- Conducted feasibility studies for proprietary LED wall integrations, increasing client satisfaction scores by 15%.
- Managed a high-speed turnaround schedule for venue transformations, consistently beating deadlines by 4+ hours.
- Supervised the maintenance and repair of a \$5M inventory of automation and staging equipment.

### Assistant Technical Director | Arizona Theatre Company | Tucson, AZ

Jun 2010 - Jul 2013

- Performed structural analysis and created technical drawings for 18 varied scenic designs.
- Led the carpentry team in the construction of a two-story realistic house set with working plumbing.
- Optimized shop workflows using Lean Manufacturing principles, reducing build time by 10% per show.
- Tracked daily expenditures against production budgets to ensure 100% financial compliance.

## EDUCATION

### Yale School of Drama | Master of Fine Arts | Technical Design and Production

Aug 2008 - May 2010

### University of Michigan | Bachelor of Fine Arts | Theatre Design & Technology

Sep 2004 - May 2008

## SKILLS

AutoCAD & Vectorworks, Structural Steel Fabrication, Stage Automation Systems, Rigging & Load Calculations, Pneumatics & Hydraulics, CNC Routing & Digital Fabrication, Budget Forecasting, Vendor Negotiation, OSHA Safety Compliance, Resource Allocation, Project Scheduling, Conflict Resolution

## CERTIFICATIONS

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ETCP Certified Entertainment Electrician | Entertainment Technician Certification Program (2015)  
OSHA 30-Hour Construction Safety | OSHA Training Institute (2019)

## LANGUAGES

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English (Native)  
Spanish (Professional Working Proficiency)

## ACTIVITIES

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### **USITT Member**

Active member of the United States Institute for Theatre Technology, contributing to regional workshops.

### **Architecture & Model Building**

Constructing historical architectural models to scale as a personal study in structural evolution.