#### Michael Raso

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## **Brand Strategist & Communicator**

#### **Delivering Brand Awareness Through Cohesive Strategies**

Skilled brand professional who develops and implements successful campaigns on a global level, delivering targeted results for the client and inspiring the studio's team to greater creative heights.

### EXPERIENCE

#### January 2023-Present

# Bruno's Branded House (studio BBH) | Owner :: Creative Director

- Establish and grow my full-service design studio by leveraging my extensive design and branding experience.
- Design and produce multi-pronged marketing and branding initiatives for a vast array of clients.
- Develop a full range of branding and marketing solutions from targeted messaging/positioning to robust visual branding solutions, all based on detailed client research and discovery.
- · Coordinate and manage a deep bench of subcontractor talent to ensure the studio's exceptional quality.
- Agile and nimble approach to brand development/elevation and marketing collateral creation all punctuated with a focus on quality, responsiveness, and adding value.

**Clients:** Smithsonian Institution, Johns Hopkins University, American Foundation for the Blind, REI Systems, Uproar Public Relations, PCNA, Broad Street Realty, CECO Environmental, Rochelle Bank, Lexington Park Capital, BCR Environmental Corporation, Steele Solutions, Aviat Networks, Branch Creative Group

### November 2021-January 2023

### **Wealthspire Advisors** | Senior Brand Manager

- Conceptualize, create, and produce the firm's overall brand. Capturing the ethos of the firm and visually and strategically establishing and elevating the brand.
- Collaborate with both the internal marketing team colleagues and internal clients to produce a wide range of digital and print collateral.
- Oversee and art direct all material produced to ensure brand compliance, consistency, and impact.
- Champion the brand's development and elevation as demonstrated by the broad range of collateral delivered to the internal and external audiences.
- Achieve the goal of raising the brand presence in the marketplace and separation from competitors.

# January 2006-October 2021

# **Don Schaaf & Friends, Inc. (ds+f)** ☐ Creative Director :: Brand Development

- Create and execute strategies at the micro and macro level for a range of global clients, including Fortune 1000 corporations, healthcare organizations, law firms, and international associations.
- Lead the agency's team to ensure the quality of creative and strategic offerings.
- Enhance and develop business engagements with existing clients.
- Cultivate new business relationships and secure partnerships with prospective clients.
- Use cross-cultural competencies to serve international clients with diverse needs.

Clients: National Public Radio (NPR), Kennametal Inc., Westinghouse, nVent, StratWealth, Pentair, Offit Kurman, Frontier Technologies, Door & Hardware Institute, Flowserve, Personal Connected Health Alliance (PCHAlliance), Healthcare Information and Management Systems Society (HIMSS), and the American Foundation for the Blind

### REPRESENTATIVE ACCOMPLISHMENT

## NATIONAL PUBLIC RADIO, INC. (NPR)

**Smart Audio Strategic Report:** Discovery, conceptualization, brand establishment and design of NPR's signature report on the use of smart audio technology. Using the newly-created logo as the starting point, developed a brand that captured the vitality of the technology and effectively conveyed the overarching story.

- Developed an engaging chart and infographic system that efficiently and boldly presented the data and extended the brand message to the report's online and social media presences.
- Exemplifying a true spirit of collaboration, successfully worked with both NPR and their research firm regarding the overall position and visual aesthetic, and delivered the necessary files for production.
- Results: Engagement and Continuity the number of downloads of the report far exceeded the client's
  expectations and, based on the success of the initial report, led to its usage in subsequent years.

#### REPRESENTATIVE ACCOMPLISHMENT

## SMITHSONIAN INSTITUTION | SMITHSONIAN EARLY ENRICHMENT CENTER (SEEC)

**Brand Development:** As a key contributor to strategy and design for a wide array of marketing challenges, worked with Smithsonian contacts to advance several prominent initiatives.

**Word Expeditions Outreach Initiative:** To develop a deeper connection with the community as a whole and specifically underserved populations — strategized an 'expedition/discovery' theme as the foundation of the outreach.

- The theme drove the creation of a comprehensive, multi-panel map for the audience to explore and experience the myriad of Smithsonian museums and their offerings.
- Searching for the items outlined within the map, our 'explorers' investigated the various Smithsonian museums looking for a particular piece of art, and once found, received a confirmation/passport stamp.
- Results: Increased Engagement coupled with a strong awareness campaign, the amount of visitors far exceeded
  the initial target and the use of the map continued beyond the launch date, further emphasizing the initiative's success.

### REPRESENTATIVE ACCOMPLISHMENT

# FRONTIER TECHNOLOGIES, INC.

**Awareness Campaign:** Strategize, design and produce the comprehensive rebranding initiative to elevate the market position and clearly differentiate our client from their competitors.

- A thorough competitive analysis that drove new messaging, logo, tagline and the overall visual brand.
- Designed and produced a new website that reflected the redefined brand essence and served as the main vehicle for announcing the bold new brand.
- A detailed Brand Standards document was created to ensure consistency, along with a robust identity system to further solidify the new brand.
- **Results:** Significant increase in website traffic has lead to new business opportunities, and with these opportunities, a reinvigorated internal passion has been ignited.

# **EDUCATION**

Art Institute of Pittsburgh, Pittsburgh, PA

B.A. | Graphic Design



#### CREATIVE DIRECTION | STRATEGY | DISCOVERY













ADVERTISING | BRAND STRATEGY | CREATIVE DIRECTION | NEW BUSINESS DEVELOPMENT

















CREATIVE DIRECTION | ART DIRECTION | BRAND AWARENESS























# CREATIVE DIRECTION | BRAND STRATEGY | CLIENT MANAGEMENT



















#### STRATEGY | DESIGN | BRAND FLEVATION

















ADVERTISING | BRANDING STRATEGY | CREATIVE DIRECTION | NEW BUSINESS DEVELOPMENT















