

# Edward Aquitania

## Senior Trade Show & Events Manager

Strategic and innovative event professional with over 16 years of experience delivering high-impact in-person and virtual events across biotechnology, real estate, environmental services, chemical, insurance, medical devices, and tech sectors. Proven track record of managing global exhibits, conferences, and summits that drive brand visibility, generate leads, and boost client engagement. Expert in budget oversight, vendor negotiations, cross-functional collaboration, and event marketing strategy.

## Experience

### Rescue Agency – San Diego, CA (Contract)

Event Producer | Aug 2024 – Present

- Lead planner for the bi-annual Agency of Change Summit.
- Directed all logistics including hotel contracts, speaker travel, staffing plans, budget reporting, and production schedules.
- Spearheaded cross-functional team meetings and vendor coordination.

### Buffini & Company – Carlsbad, CA (Contract)

Events Project Manager | Feb 2024 – Aug 2024

- Managed large-scale conferences (800–2,000 attendees), overseeing A-Z planning and post-event reporting
- Delivered detailed competitor analysis to guide 2025 strategy.
- Initiated research for virtual event platforms, expanding future digital capabilities.

### LG Water Solutions (LG Chem) – Torrance, CA

Global Event Manager | Jan 2023 – Oct 2023

- Produced exhibit booths (up to 1,800 sq. ft.) at major global shows in Shanghai, Limassol, Mumbai, Mexico City, and Amsterdam.
- Orchestrated turnkey dealer/user conferences across Jeddah, Seoul, and Shanghai.
- Designed interactive booth displays that increased engagement and on-site conversions.

### Avista Technologies – Carlsbad, CA

Meetings & Event Manager | Sep 2019 – Jan 2023

- Developed global tradeshow calendar and managed hybrid and virtual event experiences.
- Awarded Best Exhibit Design at the 2022 Membrane Technology Conference.
- Built and launched a virtual 3D trade show booth and managed LMS-based virtual workshops.

Rancho San Diego, CA

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## Education

### Bachelor of Science in Architecture

University of Santo Tomas

Manila, Philippines

## Core Competencies

Event Strategy & Execution, Global Trade Shows & Exhibits, Vendor Sourcing & Management, Budget Planning & Cost Control, Team Leadership & Collaboration, Virtual & Hybrid Event Platforms, Marketing & Brand Integration, Contract Negotiations, Event Technology Tools (Cvent, Salesforce, HubSpot, LMS365, InDesign).

## Recognition

🏆 Best Exhibit Award –

Membrane Technology Conference 2022  
Las Vegas, NV



## **NORCAL Group – San Francisco, CA**

Marketing Events Specialist | May 2015 – Aug 2019

- Produced exhibit booths (up to 1,800 sq. ft.) at major global shows in Shanghai, Limassol, Mumbai, Mexico City, and Amsterdam.
- Orchestrated turnkey dealer/user conferences across Jeddah, Seoul, and Shanghai.
- Designed interactive booth displays that increased engagement and on-site conversions.

## **Freelance Event Manager – San Francisco Bay Area**

Contract Trade Show Manager | May 2013 – May 2015

- Delivered contracted event services for clients including Molecular Devices, Lyris, AAA, Meeting Professional International (MPI) and MedAmerica.
- Led turnkey booth production, project timelines, and logistics for multiple industries.

## **Fluidigm Corporation – South San Francisco**

Marketing Specialist | Jul 2012 – May 2013

- Developed and presented international marketing plans; led exhibits for life science conferences in Japan and Singapore.
- Oversaw custom booth design and end-to-end logistics for high-profile biotech shows.

## **Carl Zeiss Meditec – Dublin, CA**

Tradeshow Specialist | Apr 2012 – Jun 2012

- Managed tradeshow budgets and execution for the Ophthalmology division.
- Collaborated with leadership on messaging and event objectives.

## **Bio-Rad Laboratories – Hercules, CA**

Event & Tradeshow Coordinator | Dec 2007 – Apr 2012

- Produced national sales meetings (300 – 400 attendees) and large-scale tradeshow and conferences (i.e. Neuroscience, AACR)
- Collaborated with leadership on messaging and event objectives.