

# Mark A. Kaufmann

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## Senior Sport Manager

**Sporting Event Management | Team Recruiting & Coaching | Domestic & Global Sport Events**

Accomplished, goal-oriented professional with a comprehensive sport management background, including substantial major global event and multi sport games experience. Proven leadership abilities in spearheading all aspects of prestigious domestic and global sport events; directing large venue teams and overseeing extensive event budgets. Demonstrated success in leadership roles such as Director of Events, Sport Manager, and Event Manager. Consistently recognized as a subject matter expert with prowess in developing strategic training programs and sophisticated global membership systems for international sport federations.

- Event Planning & Logistics
- Event Budget Management
- Venue Team Supervision
- Personnel Training
- Program Management
- Global Membership Systems
- Tournament Management Software
- Online Registration Tools
- Training Program Development
- Sporting Venue Management
- Ranking System Development
- Time Management
- Sport policy, procedure development

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## PROFESSIONAL EXPERIENCE

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**GB Taekwondo, Manchester, UK**

June 2018 - May 2019

***Competition, Medical & Anti-doping Manager***

Serving as the Competition Manager responsible for the delivery of competition at the World Taekwondo Grand Prix Manchester 2018 and the Manchester 2019 World Taekwondo Championships. Procured a landmark partnership bringing substantial financial and VIK resources to both events and to the OC.

- Leading a young LOC towards the successful delivery of the 2019 World Championships via mentorship, demonstrating experiences, training and testing.
- Scoped, contracted and delivered a world class medical service in 3 separate venues
- Managed the IF selected anti-doping provider according to sport guidelines
- Recruited, trained and managed sport competition managers as well as designed and delivered a comprehensive volunteer training program.

**ASHGABAT 2017, Ashgabat, Turkmenistan**

January 2017 - October 2017

***Senior Sport Manager***

Served as a Senior Sport Manager responsible for the delivery of Ju-Jitsu, Kurash, and Kickboxing at the 5th Asian Indoor and Martial Arts event. Functioned as a Sport Liaison Officer with the NOC Services team and Cluster Manager for Sambo, Muay Thai, and Weightlifting.

- Exhibited exceptional people management skills by recruiting, developing, and supervising 2 venue teams and mentoring 3 local sport students in sport event management.
- Demonstrated leadership abilities by guiding 6 sports to successful games time.
- In collaboration with other sport managers and functional areas, designed and delivered an olympic level volunteer training program.
- Mentored several sport specialists (local youths interested in sport careers) as a legacy for the Turkmenistan.
- Scoped and delivered training venues for all combat sports.

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RIO 2016, Rio de Janeiro, Brazil  
*Sport Manager - Taekwondo*

January 2015 - August 2016

Provided oversight for all aspects of the 2016 Olympic Games Taekwondo event, including managing 3 separate sporting venues.

- Served as a subject matter expert by training a manager to the national Event Director for the Confederação Brasileiro de Taekwondo.
- Developed a National Technical Official training course for use by international federations globally.
- Recruited, trained, managed and mentored all staff on sport operations team.
- As a training exercise, promoted, planned and delivered the first event G-1 rated open international taekwondo event in Brazil, Cidade Marvelhosa Open Taekwondo Tournament. This event allowed training and certification for Brazilian technical officials, sport management staff as well as volunteers.
- Scoped, designed, planned and delivered a shared training venue with boxing and weightlifting.
- Designed and delivered a shared weigh in area for all combat sports except wrestling in collaboration with relevant sport managers.

## WORLD TAEKWONDO FEDERATION (WTF)

2012 - 2015

### *WTF Global Membership System, Event Manager*

Implemented a fully integrated membership database, online registration tool, and tournament management software system.

- Developed and executed a Global Point Ranking system for the International Sport Federation.
- Established, designed and delivered in collaboration with the marketing team, accreditation centers at all World Championships, Grand Prix's, and other IF promoted events.

## USA TAEKWONDO, Colorado Springs, CO

2007 - 2012

### *Director of Events*

Expertly led and coordinated all aspects of planning, marketing, and operations associated with the U.S. Olympic Trials, National Team Trials, National Championships, international, and regional/state events.

- Exemplified leadership abilities by directing 30+ domestic and global sport events; overseeing all event budgets; and driving the international event to over 300% growth across 3 years.
- Developed and executed an event sanctioning program, as well as a software system for the national federation.
- Activated a state association program that assisted the NF in improving athlete, technical official and coach development nationwide.
- Initiated, recruited and managed a tournament committee for the purpose of delivering national level events throughout the yearly event calendar.
- Managed the intern program for the NF writing policy and procedures for the development and advancement of all interns.
- Provided exemplary oversight over operations to realize a substantial budget surplus for the organization (5 out of 7 years in the role), with profits of over \$600K in one year.

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## MEMBERSHIPS & ASSOCIATIONS

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Vice Chair (2017 - Present), Member (2012-2014, 2015 - 2017): World Taekwondo Federation Games Committee

Rights Holder Committee Member: National Association of Sports Commissions, 2006-2012

Board Member: Austin, TX Customer Advisory Board, 2010-2013