

Carly Kayes

MARKETING DIRECTOR

Profile

Dynamic marketing director with 5+ years of experience developing and executing marketing strategies for top consumer brands. Seeking to improve brand awareness and recognition for Market Couch Inc. At Fly Sale Inc. increased lead flow 35% while decreasing CPL.

Employment History

Marketing Director, Fly Sale Inc., Los Angeles

2020-08-05 – 2022-07-06

- Developed overall marketing program and achieved profit margin and sales objectives totaling \$98 million annually.
- Grew customer base over 80% and increased revenue 92% by creating & implementing 27 campaigns.
- Led team of 18 marketing associates and creatives to increase external clients by 78% in 2019.
- Managed social media strategies across channels.

Sales Representative, Snap Retail Inc., San Jose

2016-08-05 – 2017-12-06

- Averaged a 90% close rate and 95% conversion rate for repeat clients.
- Provided customer care to 100+ accounts across 3 states.
- Prepared client quotes and answered inquiries regarding products.

Education

Bachelor of Arts in Marketing, St. Cloud State University, Los Angeles

2013-08-05 – 2015-06-05

- Pursued a passion for human resource management.
- Created marketing campaign for student bookstore raising revenue 38% in Q2.

Internships

Marketing Executive, Blink Advertise

2014-08-05 – 2016-06-06

- Increased lead generation by 250% in 2016, through branding, web design and online campaigns.
- Acquired 50 new accounts and grew sales by over 70%.
- Achieved 50% over quota on sales and partnership marketing.
- Executed marketing campaigns for the company's web solutions.

References

Nicolas Awn from Slingshot Motion

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Karen Ramada from Curious Key Software

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PLACE OF BIRTH

California

Links

LinkedIn

Twitter

Skills

Social Media Marketing

Strategic Planning

Branding

Analytical Skills

Marketing Communications

Hobbies

Volunteering

Traveling

Reading

Writing

Bird Watching

Languages

English

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French

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Tanzania a married couple running an eco friendly factory in India a rickshaw puller in Bangladesh and a private equity manager in Hong Kong Skees organizes the material into five sections Entrepreneurship Industry and Transportation Farming Food and Animals Finance and Technology and Music an environmental activist in American coal country a banana farmer in Uganda a college admissions counselor in Rwanda and a fringe diplomat in Tel Aviv Few books dig so deeply into life as it's actually lived with such unsparing intimacy Prose Skees's own prose is sharp clear and purposeful but outside of introductions and some notes most of the book come straight from the mouths of her subjects through first person monologue Skees breaks the chapters up into short labeled sections This is helpful for skimmers but the shortness of the individual sections gives the chapters a stop and start feeling impeding narrative momentum Originality This isn't the first book to survey workers in their own words about work nor even the first one by Skees to do so but the author has selected a fresh fascinating cross section of people to reveal truths about the world and this current moment Execution The book offers insights wisdom challenges to orthodox thinking and some arresting first person storytelling It's both eye opening and a pleasure to learn about the day to day work of a Zambian mobile money agent and to discover how that work is vital to a population outside of the banking system That said the narrators individual voices sound somewhat similar to each other and the speakers too rarely offer up surprising or engaging anecdotes The emphasis here is strongly on the work itself and the sociopolitical context that created the opportunity for such work There's great value in capturing that but the book might prove more enticing for general audiences with a greater emphasis on voice and storytelling Booklife Publisher's Weekly

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