



## Joseph L. Smith

Growth marketing  
aficionado who loves to  
analyze data

### Details

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San Francisco  
US

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Joseph@growthmarketer.com  
marketingaficionado.com



### Tools of the trade

Google Analytics  
Facebook ads manager  
Sendgrid  
Intercom  
Hotjar  
Excel & Google Sheets

### Languages

English  
Native  
  
Spanish  
Conversational

### Hobbies

Reading and learning about marketing  
and startups.

Building and testing marketing  
practices through my blog.

Running and workout. Also part of the  
local soccer team.

### Profile

Currently working as a Marketing Manager at Netflix with a mission of building and executing marketing activities to grow the subscriber base in the US. Previously worked as an Analyst at Spotify, with primary focus on analyzing and identifying areas of churn for business operations.

Passionate about growth marketing & startups!

### Experience

#### Marketing Manager - Netflix, San Francisco, USA

Feb 2017 - currently employed

- Set up, managed & tracked a marketing plan budget of \$250k across all digital and offline channels that generated an ROI of +370%.
- Accelerated sales growth rate 30% by launching A/B testing and optimizing paid social and email marketing campaigns.
- Develop and present reporting presentations, showcasing results and recommendations based on past performance and strategy.
- Heavily involved in webinars, hackatons, keynotes, customer support, launching new products and in developing projects with C-Level executives.

#### Analyst - Spotify, Stockholm, Sweden

Sep 2014 - Feb 2017

- Analyzed, highlighted and reported potential areas of business improvements related to financial and key operational processes to company management.
- Successfully delivered timely financial statements, controls testing and assurance engagements for more than 15 projects in one year.
- Managing large and complex data sets from various platforms and discovering ways to automate and/or optimize current processes.
- Piloted and executed a churn strategy, which saw a decrease in churn of 15% in the UK market.

### Education

#### MSc Strategic Marketing - Liberty School of Management

Sep 2010 - Jul 2014

- Graduated with distinction

#### BSc Business & Management - EW Business & Economics School

Sep 2008 - Jul 2010

### Certificates

Inbound Marketing Certificate  
*Hubspot Academy*

Digital Analytics Fundamentals  
*Google Analytics Academy*

### Most proud of

#### Awarded

- the most entrepreneurial student in MSc Strategic Business Marketing

#### Building

- my personal marketing blog [marketingaficionado.com](http://marketingaficionado.com) to 25k visitors per month

# Booktok Trending Resume Template Update

**Richard Bolles, Resume Maker**



## **Booktok Trending Resume Template Update:**

**How to Write a Resume (Interview Tips and Job Interview Questions)** Richard Forbes, Resume Templates, Cover Letters, Sample Resumes, 2015-06-11 How to Write a Resume Interview Tips and Job Interview Questions Learn How to Craft a Professional Resume to Find Your Dream Job Easily Everyone in the business world knows that having a good strong resume can mean the difference between getting a job and not getting a job You will need to have a resume that is crafted professionally and that will reflect you your job abilities and your experience Having a good looking resume is so important when you are searching for a job that it should be your number one priority It is the first thing that a potential employer will see before he or she meets you so you want it to really be compelling and make them want to pick up the phone and call you for an interview How to write a resume is one of the books to read if you want resume writing secrets great tips and tricks to get your resume noticed over other applicants Tags how to write a resume cover letters sample cover letter resume template resume templates professional resume template writing a cover letter how to write cover letter how to write a cover letter resume examples example of a resume examples of resumes how to write a good resume job resume how to create a resume create a resume creating a resume how do you make a resume sample resumes best resume best resume format best resumes resume tips resume writing tips the perfect resume resume help resume writing services customer service resume resume services simple resume make a resume professional resume writers resume writer resume writers how to write resume resume writing write a resume resumes resume objective resume maker functional resume resume formats objective for resume how to build a resume resume outline curriculum vitae how to write a cv cv template cv format cv examples cv templates samples how to make a cv how to write cv writing a cv cv writing service cv resume [Knock 'em Dead Resume Templates](#) Martin John Yate, 2014 On the list of things you want to do in life writing a resume is right up there with hitting yourself in the head with a hammer Yet your resume is the most financially important document you will ever own When your resume works you work and when it doesn't you don't either It's that simple Knock em Dead Resume Templates shows you how to write a killer resume and includes 105 ready to use Microsoft Word resume templates You get resume writing advice from a New York Times career bestseller plus 105 Microsoft Word resume templates This is a winning combination that doesn't exist anywhere else Knock em Dead Resume Templates is unique Martin Yate CPC knows how to write a resume that works He shows you how employers think about prioritize and express their needs for your job Then he shows you how to leverage these insights to write a killer resume that will be more discoverable in resume databases and will then speak clearly to the recruiters and hiring managers who read it Martin shows you how to sell your skills with integrity You get all the advice on resume writing from the latest Knock em Dead Resumes plus 105 ready to use Microsoft Word resume templates It's a combination that you can't beat A killer resume is the foundation of every successful career and the tactics in these pages will guide your success for years to come Knock em Dead Resume Templates is the definitive resource for creating a resume

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**Resumes That Work: Your Guide to Writing a Great Resume, Effectively Marketing Yourself and Getting Your Next Job** Tom Dushaj,2018-01-09 In this book you will learn what employers really want to see on a resume and the critically important things that you need to put in your resume that will land you your next job You will also learn how to use social media to network and to reach the right decision makers who hire Here are several other valuable things you will find in this book Writing a killer Resume that gets interviews Resume writing mistakes and how to avoid them Sample Resume formats and how to use them in every situation Creative ways of finding a job that many people don't know about Detailed steps on how to prepare for and ace an interview and how to handle tough interview questions with confidence How to use power keywords in your resume and cover letters What you should know about Career job boards the risks and rewards Sample Cover and Follow up letters that get read How to work with recruiting firms What you need to know about Aptitude Testing How to prepare and get interviews at Career Fairs When and how to talk about an offer and how to renegotiate your current salary Much more     **Different Resume Templates For Any Jobs** Samuel Languell,2021-08-10 This book is a step-by-step guide for creating or updating your resume Great practical tips for all from

the college grad to the experienced professional Discover how to tailor make your resume for each position you apply for and how to write keywords in your resumes that will address the needs and wants of the hiring manager You ll also be taught how to make your information stand out among the hundreds of other hopeful candidates and how using the information provided in this book will put you at the top of the to be interviewed pile In this book you will learn Exactly what hiring managers are looking for when scanning hundreds or thousands of resumes Effective follow up strategies that will not make you look desperate Different resume templates and the job postings that they would be most suited to The best ways to sell your skills and achievements And much more

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**Resume Success Secrets** Kate Prior,2015-12-01 The purpose of this book is to help you quickly and easily create a perfect resume that will go a long way toward getting your next job Your resume is the only information a new employer has when deciding if you should be one of the lucky ones selected for an interview You need to get into their head to know what they are thinking or seeking in a job candidate Luckily for you I have all that information in an easy to read and action format Throughout this book you will be provided with tools and resources such as resume templates a job tracker form videos as well as good and bad examples of how to present your resume and yourself All this information will allow you to create an effective resume to help secure that new position

*Resume Templates & Samples for a Fast Job Search* ,2003

**How to Write a Resume** Richard Bolles,Resume Maker,2014-08-10 How to Write a Resume Learn How to Craft Professional Resume to Find Your Dream Job Easily cover letters resume templates sample resumes Everyone in the business world knows that having a good strong resume can mean the difference between getting a job and not getting a job You will need to have a resume that is crafted professionally and that will reflect you your job abilities and your experience Having a good looking resume is so important when you are searching for a job that it should be your number one priority It is the first thing that a potential employer will see before he or she meets you so you want it to really be compelling and make them want to pick up the phone and call you for an interview How to write a resume is one of the books to read if you want resume writing secrets great tips and tricks to get your resume noticed over other applicants Tags how to write a resume cover letters sample cover letter resume template resume templates professional resume template writing a cover letter how to write cover letter how to write a cover letter resume examples example of a resume examples of resumes how to write a good resume job resume how to create a resume create a resume creating a resume how do you

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**Ready-to-go Resumes** Yana Parker, 1995\*

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