

# 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

2020-08-06 - 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

2016-08-06 - 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

2013-08-06 - 2015-08-06

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

## Internships

### Marketing Executive, Blink Advertise

2014-09-06 - 2016-08-06

- 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

nicolaszawn@gmail.com | 760-512-1294

### Karen Ramada from Curious Key Software

karenzramada@gmail.com | 646-207-1760



## Personal Details

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United States

507-407-8703

carly.kayes233@gmail.com

NATIONALITY

USA

PLACE OF BIRTH

California

## Links

LinkedIn

Trailhead

## Skills

Social Media Marketing

Strategic Planning

Branding

Analytical Skills

Marketing Communications

## Hobbies

Volunteering

Traveling

Reading

Writing

Bird Watching

## Languages

English

Spanish

French

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**J. Michael Farr**

A red circular graphic with a gradient, appearing as a semi-circle or a partial circle, located to the right of the author's name.

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**100 Fastest-Growing Careers** Michael Farr, 2006 Provides descriptions of the fastest growing careers with details on working conditions earnings training projected growth and related jobs and advice on career planning and job search techniques

**Top 100 Careers Without a Four-year Degree** Michael Farr, 2009 Many jobs without a four year degree are growing Explore 100 careers that don't require a bachelor's degree assess which ones match your skills and get the job you want quickly with this authoritative resource In one time saving volume job seekers and students find everything they need to research careers learn about pay outlook education and skills for the 100 jobs match their personal skills to the jobs and take seven steps to land a good job in less time This book provides in alphabetical order thorough current and interesting descriptions of 100 jobs that you can obtain without four years in college A special book within a book section describes the seven steps that cut job search time in half and includes sample targeted resumes by professional resume writers An easy to use assessment matches your personal skills with the characteristics of the occupations described in the book This new edition features fresh occupational facts and an at a glance Projections Data table through 2016 for every job The Job Match Grid and the Quick Job Search section have been updated as well

**The Blue Guide** Elizabeth Brockman, 2008

**America's Top White-collar Jobs** J. Michael Farr, 2001 White collar fields offer many opportunities for people at all levels of education and training Some jobs in these large rapidly growing areas require advanced education or substantial experience but many others do not For example many sales jobs have unlimited earnings yet do not need lengthy training for entry These and many other occupations 110 in all are

described in this book     **The Only Job-hunting Guide You'll Ever Need** Kathryn Petras, Ross Petras, 1989     **America's Top Jobs for College Graduates** J. Michael Farr, 2001 In a quick and easy to read style this book pinpoints the top 112 jobs with the greatest potential largest number of openings and fastest growth Each position requires at least a four year degree Includes career planning and job search advice     **America's Top Jobs for People Without a Four-year Degree** J. Michael Farr, 2000-07 Contains the most up to date information on growth earnings and trends in major industries providing more than 100 thorough job descriptions Special sections discuss career planning and job search techniques Also includes an appendix with jobs grouped by education and training required     **The Writer's Market** Aron M. Mathieu, 1989     **The Very Quick Job Search Instructor's Curriculum, Second Edition** J. Michael Farr, 1996-02     **Program Guide for Job Search Education** Martin Kimeldorf, 1985     **Goof-proof Resumes & Cover Letters** Felice Primeau Devine, 2003 This is a new addition to our best selling series Success in 20 Minutes a Day over one million units life sales Grammar Success provides 20 lessons that promote an in depth understanding of grammar in a short amount of time This is full of practical yet fun exercises covering all the fundamentals of grammar rules Also includes a FREE online link to instantly scored grammar exercises     **Searcher** , 2002     **Starting Your Career** Laura Praglin, 1999 Starting Your Career The Best Resources To Help You Find the Right Job is targeted primarily at the several million new college graduates trying to find their first job and to other young adults beginning their careers     *Resumes For Dummies* Joyce Lain Kennedy, 1998-05-29 Contains tips and suggestions for creating a resume that will be noticed by prospective employers includes information on choosing a format drafting a summary statement using key words and formatting a digital resume     Job Hunters' Sourcebook Amy Darga, 2002 Here is the essential updated resource job seekers need to develop a complete strategy for their job searches Alphabetically arranged by career the Sourcebook lists sources of help wanted ads employer directories employment agencies placement services electronic resources and other information sources for 206 specific careers New profiles on high profile careers such as computer and information systems manager desktop publisher and industrial production manager have been added as well Also included are helpful e mail and Web site addresses along with new information on governmental agencies and legal topics to further assist users in their searches     Learning Series (DDC) Fulton, 2004-06     *The Complete Guide to Public Employment* Ronald L. Krannich, Caryl Rae Krannich, 1995     Young Person's Guide to Getting and Keeping a Good Job, Third Edition Michael Farr, Marie A. Pavlicko, 2006 Whether young people are seeking a part time job internship summer job or their first full time job this workbook can teach them how to approach their job search on the right foot and make the most of their employment experience This outstanding best selling workbook gives students a full understanding of how to identify their skills document their experiences and prepare a resume excel in job interviews survive on the job and much more This third edition includes updated career information and more content dedicated to job retention SCANS skills have been incorporated as well as unique topics covering entrepreneurship and computer based applications

Information is also included on digital portfolios and using the Internet in the job search Central to the book s effectiveness is Michael Farr s philosophy of self directed attitudes and behaviors Students will gain an understanding of the entire process while building confidence in their ability to market themselves to employers      **The Very Quick Job Search** J. Michael Farr,1991 Focuses on innovative job search strategies and techniques

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web good evening to everyone it is a big pleasure to share this night with all of you here the teacher of the year awards

ceremony is a traditional event that takes place annually in our school thanks to the benevolent support from the parental club the awards over the last 20 years are found widely recognized and warmly saluted by winners

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web presenting an award in an award speech a speaker or emcee introduces an award and the winner the introduction is meant to build excitement and often the winner is not known until just before the award is to be presented introduce yourself and thank the group or organization asking you to speak

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web how to write certain award presentation speech when writing your speech try to strike one balance amidst covers that necessary information for the bestow or keeping the voice engaging concise and unique them wanted to articulate the details of of award and represent the accomplishments off the person being honored whilst keeping your

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web for an award presentation speech the speech outline will be slightly different how to write a good award presentation speech remind the audience of the reason for the event and reaffirm the importance of the ceremony speak a little about the event and the significance of the award you are about to present

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web may 7 2023 giving out an award is a huge honor so you likely want to do a great job when you re presenting an award it s important to keep the focus on the winner rather than yourself start your award speech by introducing the award and what it s for then announce the winner and why they won

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web aug 25 2023 the linkedin team last updated on aug 25 2023 delivering a speech as an award presenter can be a challenging and rewarding task you want to honor the recipient engage the audience and