

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

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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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OVERCOMING LIFE'S STRUGGLES DR. CARLOS N. MOORE,2016-12-11 This book will help those who are struggling with Life s demands It will show the reader how to accomplish their purpose in this demanding fast pace of events that we all face time to time

101 Career Myths Debunked Elizabeth L. Campbell,2022-08-01 What if everything you know about careers is false Bombarded by toxic misinformation about unemployment and failing career prospects job hunters are often halted by fear 101 Career Myths Debunked is essential reading for college students job hunters and career changers to discover the myths holding them back and reveal the surprising truths and practical steps that will set them on the path to career success Written by a counseling psychologist and career psychology expert 101 Career Myths Debunked is your personal career coach and ultimate planning guide This easy to use workbook will show you how to boost your confidence and build a life you love It walks you through the entire career development process and helps you deal successfully with everything you need to consider You ll learn practical new ways to move forward from your present uncertainty into a promising future

The Job Tree: Winning Your Next Job Lee Smith,2021-02-24 Winning a new job can be a challenge Jobs are changing worldwide Technological change globalization and economic disruptions like recessions all have an impact Workforces are becoming increasingly mobile with frequent job changes This book will help you develop the skills and documents for successful job hunting It provides expert advice resources and support It also helps you develop your resum social media bio and interview skills The book contains step by step guidance and tips on how to handle the complex field of job searching The Job Tree will help you win your next job

[4 Pillars: Creating a Life on YOUR Terms](#) Geoff Smith,2022-05-21 What does it feel like to create a life on your terms Where your health relationships finances and mindset are all supercharged with positive momentum and intent The 4 Pillars offers a template on how to shape your life towards fulfilment in these areas where you learn to master your health take control of your relationships grow your finances and develop a clear and positive mindset The 4 Pillars is your roadmap to a better life

Applied IT&C Sebastian Vaida, Regardless of which generation you belong to one thing is clear in this world and that is the fact that we can no longer avoid technology As psychologists we recommend paying attention to the time we spend with and around electronic devices so that it does not become addictive Beyond that though technology is necessary in most aspects of life and useful if we know how to use it and not abuse it This book is written for all those who have understood the above aspects and want to improve their skills in using electronic programs and devices in order to have more free and quality time with the significant people in their lives to be more effective at what they do personally and professionally and get rid of technology anxiety The book covers several chapters from the introductory one presented in the form of an infographic of key moments in the history of technology and information to how electronic content e content is created how to communicate and promote this content how to build social networks through technology and how technology can be used for research purposes At the end we present

you with a chapter rarely found in such books which consists of 30 challenges to develop your technical skills The last chapter is represented by a series of materials links to video tutorials text and other resources to help you advance to the level you want in addition to the content of the book The language is simple and user friendly Anyone can successfully go through the content of the book and the transition from information to skills will certainly occur under one condition if you are constant and consistent **The Official America Online for Windows Tour Guide, Version 1** Tom Lichty,1993

Success from the Start Debra Koerner,2013-03-22 Rely on Success from the Start for the inspiration and practical business guidance you need to enjoy a long and rewarding career in massage therapy Business naiveté is one of the primary reasons massage therapists leave the profession The author has written this text to provide you with the business skills you need to envision and then launch a successful career Set yourself on your path to success right from the start The Complete Idiot's Guide to the Perfect Resume Susan Ireland,2002-12 Includes tips on writing an effective resume creating an accurate yet impressive job statement networking using software programs and other resume technologies and making the most of your experience Mac David Reynolds,2005 Covers iDisk HomePage Sync and the other parts of the Mac service from Apple Computer Cover *Getting Hired* Frances R. Schmidt,2012-01-05 Looking for a job is hard work it can be a difficult and frustrating process especially if you're a college student trying to juggle academics and other responsibilities In *Getting Hired* author Frances R Schmidt offers a quick and easy job search handbook for graduates and soon to be graduates that presents a five step approach for getting hired during difficult economic times *Getting Hired* helps college graduates successfully get hired by encouraging motivating and teaching them how to focus on the employers needs in any economic circumstances It covers the nuts and bolts of the entire hiring process including handling job search stress realizing the importance of networking marketing ones qualifications preparing a resume and writing a cover letter getting results from the portfolio learning the art of interviewing Schmidt an experienced career counselor shows how graduates can and will get hired if they distill the job search process down step by step to achieve employment career success in any job situation Learn how to successfully market yourself in order to make a smooth transition from college to career Praise for *Getting Hired* The text is comprehensive and offers clear and concise messages important to job seekers Dr Timothy Gallineau Interim Chair and Faculty Higher Education Administration Department Buffalo State College Buffalo New York *Attracting Capital From Angels* Brian E. Hill,Dee Power,2002-07-03 The complexity of business in economically demanding times makes finding constructive angels that much more challenging The advice and tips in *Attracting Capital from Angels* are therefore invaluable The wisdom offered here is not just for start ups or neophytes but is a well timed companion to already existing resources and approaches to helping a business in all phases of development It's also a great manual for people who want to share their knowledge and invest capital as an angel I plan to recommend *Attracting Capital from Angels* to every entrepreneur I run into in the future who asks for mentoring sources Great job Bob Bozeman General Partner Angel

Investors LP PENNIES FROM HEAVEN This book offers all the information entrepreneurs need for finding elusive angel investors Comprehensive eminently readable and based on the authors years of experience dealing with venture capital firms angels and entrepreneurs this book covers all the angles on angels What are angels and what do they want Different types of angels Pitching and preparing for angels Finding angels Working with angels The future of angel investing Attracting Capital from Angels is the ultimate guide to finding the money your business needs to get on its feet and make a run at success

Cannabis Careers Rob Mejia,2025-04-01 Cannabis Careers The Insider s Guide to a Budding Industry is a comprehensive resource for individuals interested in entering the rapidly growing cannabis industry This book provides an accessible introduction to key cannabis topics including history and culture to equip readers with essential knowledge The cannabis industry is expanding rapidly in the U S with medical cannabis legal in 38 states and adult use cannabis in 24 states Public support for legalization is at an all time high and national legalization appears imminent This burgeoning industry has already created over 400 000 full time jobs with projections valuing the industry at 72 billion by 2030 Beyond direct industry jobs numerous ancillary positions are available in fields such as web design consulting accounting real estate and law often outnumbering direct cannabis jobs Cannabis Careers is structured around five vital touchpoints Cannabis Basics Essential terms definitions and history provide a foundation for understanding the industry State of the Union Coverage of the cannabis and hemp industries the legalization movement and future prospects Career Pivot Guidance on leveraging current skills to transition into the cannabis industry including researching and finding job opportunities Employment Opportunities An exploration of various careers both plant touching e g budtenders growers and ancillary e g marketing legal services with insights from industry leaders Career Resources Practical tools including sample job descriptions job search websites resume and cover letter samples and interview tips The book addresses the challenges of entering the cannabis industry such as legal complexities and lingering stigma and provides strategies to overcome these barriers It includes chapters on health and medical careers education roles nonprofit and government positions and even unique opportunities in hospitality and tourism Cannabis Careers serves as a practical guide for those looking to join this dynamic field offering a blend of industry insight practical advice and resources to help readers successfully navigate and thrive in the cannabis industry *Kick Start Your Career* Lee Smith,John van Genderen,2018-03-30 For new graduates the key challenge remains how to secure that first career related job Full of guidance and tips on how to handle the complex field of job hunting Kick Start Your Career can help navigate an ever changing job market and secure your chance at your desired career It is a valuable investment in your future It advises the reader on how to stand out in job applications use social media for job searching create resumes and cover letters that stand out succeed at interviews It provides a practical hands on step by step approach With an integrated Personal Plan that helps create key job search documents it directs soon to be graduates towards achieving their career aspirations Accompanying online resources include examples and templates which can be downloaded in Word format to help

you prepare resumes and other job search documents This book will help graduates progressively build up job hunting resources skills achievements resume cover letter and interview responses and turn this into a practical outcome a new job It is a key companion to any student or recent graduate exploring the job market *Great Answers to Tough CV Problems* Jenny Rogers,2011-09-03 How do I find out what the employer really wants How do I get noticed when applying online How can I keep it to 2 3 pages What is CV Language and how can I learn it How do I get around the obstacle of something embarrassing in my CV eg dismissal or unemployment What about social networks What if I seem over or under qualified for the job Great Answers to Tough CV Problems will help you solve these and many more of the burning questions that face today s job seeker Perhaps you want a career change have been job hopping for some time or are returning to work after a career break Jenny Rogers examines the potential pitfalls across a range of common job hunting situations and shows how to put together a CV that will make the most of your skills and experience make an impression and secure that all important job interview Online supporting resources for this book include downloadable sample CVs *You're Hired Harry* Nnoli,2013-09-30 YOU'RE HIRED guides young professionals toward making the best of job interviews It recognizes that a candidates qualifications can get him or her through the interviewers door but securing the dream job requires much more This book provides the three key strategies for getting hired It shows how to identify the strongest qualities a candidate has for any job interview and additionally provides the most appropriate responses to typical job interview questions This material comes with practice worksheets to help the candidate apply the key learning of the book and position him or her perfectly for the next dream job **Portfolios for Interior Designers** Maureen Mitton,2010-09-03 The complete guide to portfolio development for interior designers It s a widely known fact that interior designers need a strong visual presence in the form of a well crafted professional looking portfolio Surprisingly however many interior designers aren t equipped with the expertise required to organize and unify their work in a fashion that optimally conveys their talents and skills Portfolios for Interior Designers helps demystify the process by guiding the reader toward mastery in assembling a winning portfolio It delivers essential step by step instruction presented in a manner that shows interior designers how to properly and effectively display their designs This book also includes Color and black and white illustrations showing portfolio elements and options Graphic design concepts necessary for portfolio development Specific information for the design of digital portfolios Supplemental teaching resources that direct readers to a companion Web site Useful tips on the ways that popular graphics software applications can be best implemented for certain portfolio elements Samples of cover letters and resumes along with discussion of job search procedures With the aid of real world examples Portfolios for Interior Designers examines how a portfolio can be used as an effective tool for communicating with clients and other professionals A much needed guide this book eliminates the uncertainty surrounding portfolio development so that interior designers can showcase their abilities success fully and land the next job No-Nonsense Resumes Arnold G. Boldt,Wendy Enelow,2025-09-12 For the first time

ever here s a resume book that clears away the clutter and gets down to the brass tacks of what it takes to write and design a resume that will get you interviews and job offers Authors and professional resume writers Wendy Enelow and Arnold Boldt share their insights knowledge and more than 35 years of combined experience to help you prepare a resume that will get you noticed not passed over No Nonsense Resumes begins with a thorough but easy to understand explanation of the key elements that are vital to creating an attention grabbing resume including how to Strategically position your resume Showcase your skills and achievements Format and design a professional looking resume Select and integrate key words Prepare and distribute your electronic resume Subsequent chapters offer specific tips on creating winning resumes for job opportunities in virtually every profession Administration Accounting Banking Government Health Care Hospitality Management Human Resources Law Enforcement Manufacturing Sales Marketing Skilled Trades and Technology Science Engineering Included in each chapter are sample resumes contributed by leading resume writers and career consultants worldwide

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Get Your Dream Job Without Struggles Ebere Ujam, 2014-11-25 How to get your dream job without struggle is a book that give you an A Z guide on how to prepare for that interview that has been giving you sleepless night it also shows you the various questions to expect during an interview with their respective answers not just that but also how to dress for an interview The interesting part is that it was edited by a top HR Consultant in the UK who has wealth of knowledge about job interviews so you can be sure about the quality of the content Why don t you treat yourself with a copy of the fabulous book and also get one for your friends or a family member

Primer to Developing a Successful Pre-Service Teacher Portfolio James P. Takona, Roberta J. Wilburn, 2004-02-10 This guide for pre service teachers provides the means for documenting professional growth and development Takona educational technology and media LeMoyne Owen College and Wilburn early childhood education LeMoyne Owen College explain the principles and practice of developing and using a port

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