

# Jessica Claire

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## PORTFOLIO

https://JessicaClaire.myportfolio.com/

## SKILLS

- Architectural Drawing
- Sketchup
- Color Theory
- Excel
- Sourcing and Selections
- Project Management

## EXPERIENCE

**DESIGNER** 06/2019 to CURRENT

**Akqa | Washington, DC**

- Produced original renderings utilizing Photoshop, Paint and hand drawings to provide creative direction to remote graphic designers
- Collaborated with Studio's Creative Director and Contractors to offer improvements and direction on established projects
- Developed excel spreadsheet system for ordering and managing project selections
- Attended and provided direction during weekly on-site partner meetings of residential developments with Builder, Creative Director and lead Real Estate Broker
- Provided design for \$1.4m single family home, sold from project renderings; kitchen and bathroom designs used in subsequent 2020 projects by builder
- Responsible for selecting and ordered lighting, tile and paint for new build projects
- Thoroughly research and stay up to date on design trends
- Designed custom vanities and provided detailed direction for execution

**ACCOUNT MANAGER, STRATEGIC SOLUTIONS** 10/2013 to 06/2019

**Cutline | New York, NY**

- Prepared over \$10mm of RFPs and RFIs for top tier DSP, DMP and Ad Serving clients in 2018/19; resulting in \$2mm closed business
- Supported Sales with client pitches providing case studies and vertical playbooks of client competitors and prospective accounts
- Provided campaign reporting and hosted calls with clients and agencies to discuss the performance of campaign activity and to identify opportunities to expand relationship with agency representatives
- Presented post-campaign analysis summarizing campaign activity to show clients why they should run further campaigns with StrikeAd and Sizmek

**CORPORATE SALES ASSOCIATE CHICAGO** 05/2010 to 10/2013

**Condé Nast | City, STATE**

- Represented Condé Nast's 22 print and digital brands including Architectural Digest, Vogue, GQ, Wired, The New Yorker, Golf Digest, Bon Appétit, and Vanity Fair, in executing multi-million dollar advertising programs
- Worked with Corporate Executive Directors to manage and build brand campaigns across print, digital, mobile and video platforms for 75+ corporate accounts including, Procter & Gamble, Target, Samsung and Porsche by monitoring contract spend, share of market reports and request for proposals
- Created sales and marketing presentations showcasing Condé Nast's multi-platform capabilities
- Provided detailed analysis of market trends, forecasted budgets and client investor relations for prospecting and new business

**PUBLIC RELATIONS, ACCOUNT COORDINATOR** 10/2008 to 11/2009

**Version 2.0 Communications | City, STATE**

- Supported five tech-focused accounts by developing and maintaining editorial and speaking opportunities, submitting press releases, monitoring media coverage, generating speaking abstracts, and creating briefing material for clients
- Generated 39 key speaking opportunities for the CMO and CTO of agency's outsourcing development client at elite trade events; a 90% increase in client exposure year over year
- Actively participated in agency meetings, contributing to business development and brand positioning strategy

## EDUCATION AND TRAINING

**Bachelor of Arts | Communications And Culture, Business** 2008

**Indiana University, Bloomington, IN**

**Interior Architecture Certificate | Interior Architecture**

**School Of The Art Institute, Chicago, IL**