

JESSICA CLAIRE

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SUMMARY

I am very eager to apply deep comprehension of **my communication** and human resource **skills**. Results-oriented and friendly with over 20+ years of experience in presenting products and services to prospects. Talented at analyzing account data and resolving customer issues and escalations while maintaining positive, professional attitude. Organized Consultant lends excellent communications skills to assessment and deployment. Dedicated team player over more than **30** years with knack for juggling intricate technological, regulatory and needs-based roadblocks. Hands-on assessment focuses on key QA analysis with progressive understanding. Attentive business associate brings more than **10** years of consulting experience with **multiple** companies. Results-oriented approach to cultivating complex best practices to meet organizational and regulatory expectations. Detail-oriented focus on achieving expected outcomes. Enthusiastic hard worker with expertise in cultivating lucrative client relationships and implementing effective processes and procedures. Results-driven Consultant brings over 25 years of experience in leadership and **management** industry efficiency. Uniquely qualified to navigate rigors of latest standards, specifications and protocols for organizational and regulatory needs fulfillment. Lends complex roadmaps and calls-to-action to competitive efficiency. Dedicated Consultant promoting dynamic client oversight, issue resolution and presentation skills. Successfully juggle multiple tasks and projects simultaneously. Excellent business knowledge within **Attraction Marketing and home based businesses**. Critical thinker able to cultivate rapport with individuals to optimize project goals and output, resolve complex problems and deliver innovative improvement strategies. Proactive leader with strengths in communication and collaboration. Proficient in leveraging **social media connections** and gaining favorable prospects and knowledge to promote **services/products**. Adept at managing concurrent objectives to promote efficiency and influence positive outcomes. A Relationship specialist with talent for recognizing problem situations and **creating solutions for them**. Strong knowledge of **attraction marketing, developing** social media content, and leadership skills. Proven history of fostering **a proactive position** to meet team, individual and management objectives. Analytical Operations Specialist with sound knowledge of identifying and leading efficiency and cost saving initiatives. Able to adapt and remain flexible while managing multiple tasks at once. Exceptional understanding of improvement plans and **strategies**. Sensible Operations Specialist with a passion for business management, operations, and sales. Driven, ambitious and dedicated to managing the flow of the workplace and optimizing day-to-day activities. Over **30** years of strong experience in the **customer relations** industry. Inventive Operations Specialist with comprehensive knowledge of business techniques, methods, and principles. Outstanding expertise in diverse business functions, including content management systems, report analytics, expense management and market research. Exceptional negotiation and multitasking abilities.

SKILLS

- Software troubleshooting
- Reports and documentation
- Content management system
- Project analysis
- Strategic Planning
- Assessments

EDUCATION AND TRAINING

- AIU**
California City, CA
Crimal Justice/Human Services
- Completed coursework in., **sociology, communicatoins, and writing 101**
 - Theater Member

- Somerset Community College**
Somerset, KY
Associate of Arts: Human Services/Criminal J

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Somerset, KY • 11/2002
Associate of Arts: Crimal Justice/ Human Services

EXPERIENCE

- Benz Communications - Consultant**
Bloomfield Hills, MI • 12/2020 - Current

- Oversaw and supervised onsite consultant teams and liaised between team and business executives.
- Implemented needs assessment mechanisms to identify demand for products and services.
- Coordinated with appropriate departmental staff members to assign proper procedures for project implementation and strategic aim.
- Listened to clients' needs and assisted with identifying and securing appropriate services.

- MLSP/ Attraction Marketing - Affiliate Marketer**
City, STATE • 02/2020 - Current

- Organized virtual events to establish community relationships and maximize marketing strategies.
- Managed client marketing strategies and product promotion campaigns.
- Executed successful product introductions by coordinating actions with social media, public relations and other internal teams.
- Reviewed customer preferences and market conditions to provide effective foundation for content product marketing plans.
- Supervised external branding strategies for purpose of single message output.
- Worked as part of a group-person team to develop innovative branded marketing collateral for use by sales team.
- Used Google and Facebook Analytics to determine campaign performance and adjusted strategy to meet objectives.
- Implemented strategies to develop and expand existing customer base.
- Coached and influenced executive team during decision-making processes, including marketing strategies and communication planning by offering insight and **research** information.
- Created product promotion plans and marketing initiatives to increase brand awareness.
- Oversaw consistent application of company standards for all marketing collateral.
- Engaged with social media followers and promoted products and events through giveaways and promotional sales.
- Targeted customers for campaigns and identified appropriate marketing channels.
- Improved advertising efforts by developing **valuable** content and posts on social media platforms.
- Collaborated extensively with members and associates to create effective, branded marketing collateral for use by sales team.
- Collaborated with sales teams to strengthen client relationships and generate new revenue opportunities.
- Managed social media platforms and utilized metrics to increase engagement and campaign performance.
- Implemented initiatives to increase brand awareness and engagement with target audience.

- CTFO - Distributor**
City, STATE • 08/2019 - Current

- Traveled assigned sales territories and met with potential clients to discuss business opportunities.
- Participated in regular meetings and conference calls with leadership to discuss performance and budget.
- Supplied wide range of customers with key products in alignment with specified amounts and schedules.
- Forged and cultivated strong relationships with customers within fast-paced and constantly moving environment.
- Utilized communications and strategies to promote positive relationship building with customers.
- Maintained relationships with key customers in territory by facilitating ongoing product training and support.