**JACOB KLIPPER**

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**PROFESSIONAL EXPERIENCE**

Marketing and managing professional specializing coordinating teams underneath myself, while staying up to date with any companies that I have worked for as well as implementing those changes to help others beneath me and my peers at my past jobs. Exemplifying a high level of digital marketing skills and managing teams to ensure they are following the right processes to complete marketing campaigns or attaining certain sales goals with other roles and positions throughout my career.

**WORK EXPERIENCE**

Affiliated | Las Vegas, NV July 2017- Present

**Senior Project Success Manager**

* Maintaining deadlines for our clients so their projects will be ready in time for launching such client’s campaigns which is critical

due to being on a time sensitize schedule

* Excelled in utilizing many different programs to keep the client’s projects run smoothly by utilizing everything within G-Suite
* Answering inbound to clients to uphold excellent customer service (over 3+ years working remotely)
* Handing and sustaining Social Media Marketing Campaigns for the clients that are actively billing

YP Holdings (“YellowPages.com, YP.com”) | Phoenix, AZ May 2014 – June 2017

**Digital Sales Executive**

* Grossed the highest revenue in sales amongst over 3000+ sales executives nationwide over $800,000 dollars in revenue in 2016
* Actively managed, sustained, and continuously sold new businesses in addition to the current book of business I upheld by utilizing Salesforce, digital media knowledge, and aggressively approaching companies to obtain their business by helping them generate more revenue via online marketing programs that were offered such as; Directory Placement on YP.com, SEM, Mobile Premier Placement for Click to Call Digital campaigns, Enhanced Mobile Targeting, PPC, Website Development as well as Mobile Optimization
* Achieving top Digital Sales Executive positioning within the number one revenue growth office within the country over the course of multiple months for YP which was awarded the highest revenue growth Premier Partner within Google as of 2014

Fan Labs | Chandler, AZ Sept 2013 –May 2014

**Online Marketing Sales Director**

* Actively sold SEO / local online marketing services to businesses within the Phoenix area.
* Maintained current clients by meeting with them and making sure everything was fluid by serving the client month to month
* Handled cold calling business owners within the Phoenix area to generate more business for the company through online marketing

University Sports Publications | Scottsdale, AZ June 2013 – Sept 2013

**Ad Sales Director**

* Responsible for sales within print advertising by means of contacting businesses with past relationships with various

universities across the country filling advertisement space within each school’s GameDay programs that are provided at every sporting event

Qology Direct | Fort Lauderdale, FL Feb 2013 – June 2013

**E – Strategist**

* Established and managed the platform for multiple brands created within Qology Direct as well as the Elephant Group, Qologys’ parent company, by means of digital marketing
* Strategized and optimized SEO to improve traffic and performance of the websites that were managed
* Integrated Social Media Marketing into marketing campaigns to enhance brand awareness and gain a customer or targeted

demographic audiences to the clients that we had alongside the brands we built from the ground up

Direct Inbound | Tempe, AZ May 2011 – Feb 2013

**Search Engine Optimizer / Social Media Manager**

− Built brands with digital media, including social media marketing

− Managed multiple successful social media pages

− Handled social media campaigns solely for testing purposes

Apple Inc. | Cupertino, CA May 2010 – May 2011

**Apple Adviser Technical Support**

* Specialized in iPhone, iPad, and iPod Customer Service Technical Support
* Qualified customers to gain enrollment into AppleCare for their Apple devices (ex: iPhone / iPad / iPod)

**EDUCATION**

**ARIZONA STATE UNIVERSITY | W.P. Carey School of Business** August 2008 – May 2012

Bachelor of Science – Major in Marketing in addition to a Minor Communications

Awarded and attained the ASU Sun Devil Scholarship for academics and Graduated with a 3.34 GPA

**AFFILIATIONS / SKILLS**

* WPC 101 Facilitator: Three consecutive years as a professor for first year ASU students
* Inter-Fraternity Counsel Representative for Alpha Epsilon Pi | Alpha Sigma Chapter Alumni
* Highly skilled but not limited to G-Suite, Salesforce, and all Microsoft programs within Microsoft Office 365