**Marisa Conway**

Columbia, MD 21044 • (443) 388-2142 • marisaconway0111@gmail.com

[www.linkedin.com/in/marisa-conway-8839a8bb/](http://www.linkedin.com/in/marisa-conway-8839a8bb/)

**Specialties**

Results oriented, and goal focused with a passion for technology. In-depth knowledge of brand awareness and positioning strategies. Outstanding communication skills, capable of cultivating productive relationships and collaborating across all organizational levels.

Areas of Interest

|  |  |  |
| --- | --- | --- |
| * Information Technology | * Cloud Architect | * Multitasking & Time Management |
| * Web Developing & Design | * Marketing & Branding | * Problem & Conflict Resolution |

# Education & Certifications

**Bachelor of Science, Communication Studies** | Towson University (in progress)

Cumulative GPA: 3.77, Dean List, Top 10% - Class of 2018

 Member, Pi Kappa Delta Communications Honors Society | Treasurer, Tau Sigma Transfer Student National Honor Society

**Associate of Arts, Communications** | Howard Community College, 2016

**TS Full Scope Poly Clearance | AutoCAD Certification | Hootsuite (Social Media Platform) Certification**

# Experience Highlights

**Alderson Loop | Technical Recruiter |** Sykesville, MD,June 2018- August 2018

Alderson Loop is a forward-thinking provider of Information Technology and Marketing talent. Our mission is to offer a customer experience unlike any other in our industry - collaborating efficiently, communicating openly, and getting results.

•Generated leads by sourcing resumes and calling to assess the candidates’ personality, comprehension, and qualifications

•Utilized platforms such as LinkedIn, Monster, Dice and Indeed to find the best-qualified candidates

•Coached candidates throughout interview process to prepare them for phone screens and face to face meetings

• Conducted full-cycle recruitment process from sourcing to end to end pay rate negotiation

• Met with hired consultants monthly to further build relationships and manage progress on projects

• Built and maintained positive working relationships with hiring managers, account managers, and consultants

**Salute Military Golf Association** | ***Communications Intern*** | Columbia, MD, October 2017 – Present

Contributed to companywide Public Relations and Communications initiatives, and play a key role in placing 200+ wounded veterans in organization’s golfing program. Performed a variety of administrative duties, including coordinating air travel for chapter leaders.

* Enhanced public relations strategies by collecting a high volume of data from 11 unique affiliate facilities across the United States, and utilizing data to drafting, edit, and distribute a targeted press release, resulting in increased brand positioning.

**CEA Study Abroad** | ***Study Abroad Ambassador*** | Columbia, MD, October 2017 – Present

Collaborate with a team of 6 Ambassadors from across the country to train and mentor them on educational and promotional tactics regarding the benefits of studying abroad.

* Utilized targeted marketing tactics, resulting in group being named the best study abroad group out of a field of 35.
* Recruited 75 college students to express interest and secured 25 students to commit to studying abroad in 2018.
* Received first place honors for successfully placing students in desired study abroad program.

**Amway** | ***Independent Business Owner*** | Columbia, MD, January 2015 – Present

Successfully manage sales of a wide range of products, receiving consistent recognition for communication and sales strategy development and implementation.

* Achieved highest sales and volume out of a field of 75 in 2015, increasing growth by 10% each month.
* Newest member in team to be asked to develop informative and engaging presentation materials to assist improvement of volume growth and sales tactics.

**Howard Community College** | ***Student Ambassador***, Columbia, MD, June 2016 – February 2017

Played a critical role in developing university communication and public relations strategies to enhance public image and awareness. Provided advocacy for student program budget increases with Maryland Congressmen and Senators.

* Increased tour objective from 30 to 50 tours per year.

**Community Service:** Child Mentor, Grassroots Crisis Center (Columbia, Maryland) & Created and Delivered bagged lunches for Grassroots Homeless Shelter & Angels Alert Nursing Home