# **ARJUN SINGH //**

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## **EXPERIENCE**

# MARKETING DIRECTOR // SO-COL Feb 2022 - Nov 2022

- Overseeing the writing and editing of written content such as the press release, whitepaper, and social media posts.
- Demystifying web3 terms such as "NFT", "multisig" and "DAO" in order to attract web2 users.
- Successfully pitched to and partnered with 11 influencers with over 100K followers.
- Coordinating and leading weekly meetings between SO-COL's marketing, design, and UI teams.
- Ideated the platform's rarity distribution system to generate more value for users.

## GROWTH MANAGER // IreneDAO Dec 2021 - Feb 2022

- Edited and wrote twitter threads on Irene's 152k follower account.
- Refined partnership strategy and led outreach to 8 other creators. Helped grow Discord to over 5k members.
- Assisted in writing the DAO Constitution, and made final revisions to the plans for allocating treasury funds.
- Successfully led negotiations alongside Irene and her legal adivsor to partner with a public relations agency.

# MARKETING MANAGER // Mishkas Nov 2020 - Oct 2021

- Wrote copy to target a younger demographic and better demonstrate Mishkas' desire to be environmentally friendly.
- Worked with designers to redesign all primary branding including the logo, website, and physical signage.
- Created digital illustrations of the highest grossing drinks and led a marketing campaign that increased sales by 16%.

## MARKETING & DESIGN LEAD / Java Detour June 2019 - Nov 2021

- Analyzed customer purchasing behavior to eliminate underperforming drinks and market those with better profit margins.
- Led themed marketing campaigns for summer and winter and changed happy hour pricing strategy, which increased sales by 12%.
- Created copy and media for Instagram, and Tik Tok. Redesigned the menu boards for all 6 locations.

# **AWARDS**

## "IN IT TOGETHER" CHALLENGES // UC Davis

Awarded \$2300 in prizes by placing as a finalist in 4 design competitions.

#### **EDUCATION**

# Communications B.A.

UC Davis 2015-2020

## Philosophy B.A.

UC Davis 2015-2020

#### **SKILLS**

## **DESIGN**

Proficient in Illustrator, Photoshop, and Figma

## **WRITING**

PhD dissertation editor for the UC Davis CANDEL program.

#### **PRODUCTIVITY**

Notion, Slack, Discord, and Google Workspace

#### **VIDEO EDITING**

Proficient in Final Cut Pro and Adobe Premiere

## **LANGUAGE**

Fluent in Hindi and conversational in Punjabi