

SABRINA SAWYER

Technical Project Manager

PROFILE

Results-driven project manager transitioning into technical project management, with experience in managing high-revenue Amazon accounts and leading cross-functional teams. Skilled in strategic planning, data analysis, and digital marketing. Demonstrated ability to facilitate effective communication between teams and clients to ensure project alignment and success. Experienced in creating training materials and guiding team alignment with business goals. Ready to apply strong leadership and analytical skills to drive technical project success.



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SKILLS

Technical Project Mgmt
Strategic Planning
Crisis Management
Reporting & Metrics
Time Management
Graphic & Web Design
Digital Marketing
Team Leadership
Adobe Creative Suite
Google Suite
Breeze PM
HTML5 + CSS3 +
postgresql

EDUCATION

Full Stack Web Development
Bootcamp
University of Central Florida
Expected Nov 2024

BA of Arts. Humanities
University of Central Florida
2015 – 2019

Training/Certs

List Trainings

EXPERIENCE

Knoza Consulting, 2021 - 2024

Senior Client Service Manager (promotion)

- Directly managed a portfolio of more than 15 Amazon accounts, including several with monthly million dollar revenues, while supervising a team of 10 individuals responsible for managing numerous additional accounts.
- Successfully created and managed numerous ad campaigns within Amazon's Seller Central platform, accounts included had six-figure budgets, resulting in annual sales exceeding seven figures.
- Led training sessions for both senior and junior client service managers to enhance team performance and ensure alignment with organizational objectives.
- Led collaborative brainstorming sessions across multiple accounts, personally driving the development of tailored strategies to boost advertising sales, maximize Return on Advertising Spend (RoAS), and optimize profit margins.

Knoza Consulting, 2021 – 2024

Client Service Manager

- Developed, analyzed, and presented various business reports including KPI reports, monthly performance reports, restock reports, and fulfillment reports to clients on a regular basis.
- Conducted extensive market research to formulate effective strategies aimed at driving sales growth for clients.
- Successfully grew an account to triple its monthly revenue, elevating it from a five-figure to a six-figure monthly revenue stream through strategic planning and execution.
- Collaborated with copywriting and graphics teams to produce marketing assets that closely aligned with clients' branding guidelines consistently meeting established timelines.