

# Dimitriy Shames

Creative professional with a track record in all aspects of the end-to-end creative and technical process ranging from concept through execution. Excellent team player and collaborator. Highly skilled in building client relationships and developing solutions that bring their vision to life in a fresh, aligned and compelling way.



## PROFESSIONAL EXPERIENCE

### Mason Jar Cookie Company Marketing & Graphic Designer

- ◇ Improved website loading speeds over 2X by recommending and consulting with the client to optimize their graphics catalog.
- ◇ Managed multiple projects or tasks at a given time while under pressure to meet weekly and tight deadlines.
- ◇ Created slide decks and presentations for large corporations resulting in an increased distribution of the product through private labeling.

### MotionPoint Corporation Solutions Engineer

- ◇ Providing technical expertise and guidance to sales and Account Managers to assist in developing sales pitch, answering RFPs, presenting demonstrations and closing sales.
- ◇ Generated 137% in sales goals with assigned accounts (upselling to existing customers and new logos).
- ◇ Collaborated with System Architects to validate data of 100K+ accounts within Salesforce CRM resulting in a 30% reduction to the sales cycle.

### LaFran & 120 Space Project Manager & IT Lead

- ◇ Responsible for project documentation, deliverables, finances, resource allocations, and status updates to stakeholders.
- ◇ Advised stakeholders on technology to be used that saved 14% of the total budget to be allocated to other resources.
- ◇ Formulated and implemented long and short-range plans consistent with growth strategies for a profit.

### Florida Food & Farm Webmaster & Database Administrator

- ◇ Spearheaded the designed, developed and maintenance of a responsive website using the WordPress CMS.
- ◇ Developed a back-end database to manage listings and events (increasing the reliability of the data by 62%).
- ◇ Implemented Salesforce CRM for the company resulting in a unified location for 20+ sales members to track pipeline.

### Culinary Truck Digital Marketing & Advertising

- ◇ Managed paid social media campaigns on Facebook and Instagram (achieved 50K+ "likes" on several posts).
- ◇ Developed content partnerships with online influencers, including a Snapchat star with 250K+ followers.
- ◇ Negotiated 3X ROI upon the sale of the asset and all IPs.



## EDUCATION

**Bachelor of Psychology**  
Minor in Hospitality Management  
Minor in Criminal Justice  
Florida Atlantic University



## CONTACT DETAILS

### Website

dimitriy.design

### Mobile

(347) 576-3516

### Email

dimitriyshames@gmail.com

## PROFESSIONAL SKILLS

Adobe Creative Cloud



HTML/CSS



JavaScript



Google Cloud Console



Amazon Web Services



Salesforce



Hubspot



## SOFT SKILLS

Computer Skills



Project Management



Problem Solving



Management

