

Kai Warren

Key Qualifications

- Over 50 credits in Marketing, forming sound knowledge of consumer behavior and marketing concepts.
- Excellent teamwork and collaboration skills honed in group projects and sales.
- Ability to communicate clearly and concisely, both orally and in writing
- Advanced/Beginner Google Analytics Certified
- Hootsuite Certified
- Experience developing MERN applications
- HTML/CSS/JS experience
- HubSpot Inbound Marketing Certified
- Proficient in Microsoft Office, specifically in Word and Excel
- Highly coachable

Education

University of Washington - Professional Education Certificate - Full Stack Developer 2021

Western Washington University (WWU), Bellingham, WA, December 2019.

Major: Business - **Marketing Concentration**, Minor: **International Business**

Relevant Experience

Sales Development Rep, Filter, WA, January 2020 - July 2020

- B2B email marketing
- Prepared weekly excel reports regarding email marketing activity & trends
- Presented monthly market research on key accounts and relevant events
- Pro-active business development
- Developed key target account plans

Sales Associate, T-Mobile, Bellingham, WA, Winter 2018 - Summer 2019

- Maintained information integrity and confidentiality, communicating sensitive information tactfully
- Challenged to meet various sale goals and metrics
- Achieved #3 in all north west district for sales
- Learned to make complete and accurate account audits
- Prepared opening and closing shift deposits and inventory checks
- Adapt to new sale promotions every month
- Honed in on advanced sales techniques.

Sales Associate/ Assistant Manager, Finish Line, Lynnwood/Bellingham, WA, Summer 2016 - Winter 2017

- Started as a sales associate and was pushed to meet sale numbers and membership signups
- Promoted to assistant manager within 3 months
- New tasks included: Training others, managing inventory, and handling shipment.
- Acquired top three sales in the district.
- Fulfilling new shipment
- Prepared opening and closing shift deposits and till counts.

Sales Associate, Sunglass Hut, Bellingham, WA, Summer 2015 - Winter 2016

- Trained in retail sales and register use
- In charge of organizing and product placement based on constantly changing promotions and demand
- Responsible for memorizing and reporting both morning and nightly inventory checks
- Keep up to date with weekly changing product promotions
- Prepared opening and closing shift deposits.