



# SEVENTY EIGHT MARKETING PLAN



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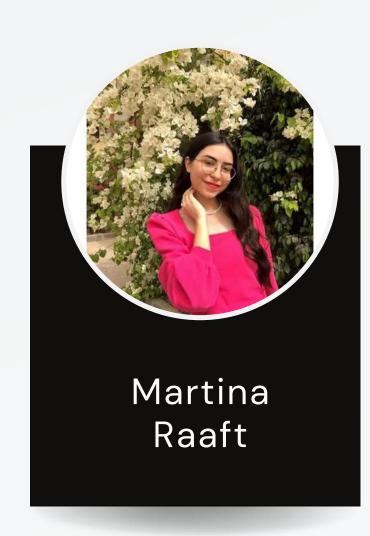
**20** RESULTS

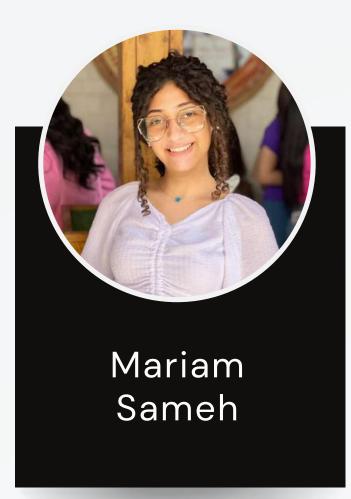
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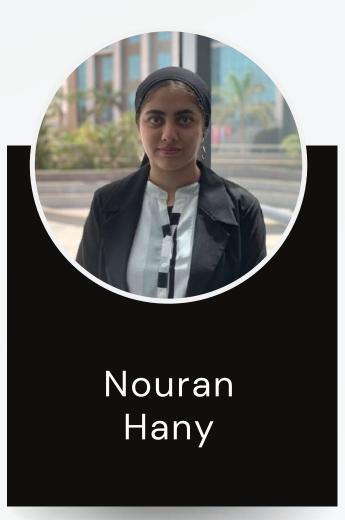
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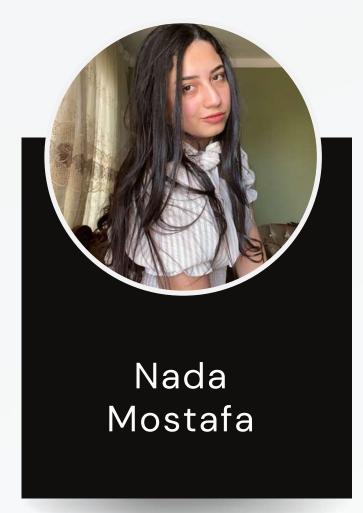


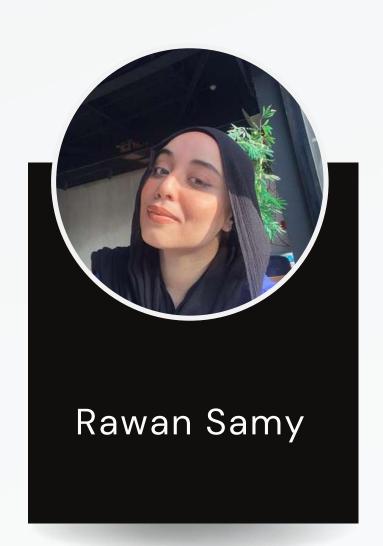
# OUR TEAM











# BRAND OVERVIE

Seventy8ight is a brand that caters to fashion, lifestyle, and creative culture

it offers products like T-shirts, hoodies, sweatpants, shorts, and more fashionable clothing.



# logo & Slogan

where style, meets the quality

# VISION AND MISSION

## Vision

• To become Egypt's leading youth fashion brand, known for combining high-quality, trendy designs with affordability, and creating a vibrant community where young people can express their unique style with confidence.

 Our mission is to offer high-quality, stylish clothing that resonates with the youth of Egypt.
 We are committed to providing exceptional customer experiences both online and offline, fostering a sense of individuality through our unique designs, and contributing to the fashion industry with innovative and accessible fashion solutions.

## Mission

### **Key Partners**



- suppliers of fabrics and materials.
- shipping and delivery companies.
- Social media influencers for collaborations
- TikTok and Instagram for online sales and promotion

### **Key Resources**



- design team. • inventory of raw materials (fabrics, printing).
- Online and offline sales channels
- Physical store in 6th of October

### City

• Influencer and brand ambassador network

### Customer Relationships



- Engaging and personalized interactions through social media (TikTok, Instagram)
- Building brand loyalty through-limitededition collections and exclusive drops
- Offering customer support and service in-store and via online platforms
- Utilizing social media trends feedback to adjust product offerings

### **Key Activities**



- Designing and producing trendy streetwear
- Managing social media presence and influencer collaborations
- Online and offline customer

 Marketing and promotional

### campaigns

- both exclusive drops and regular items
- Enhancing customer experience in-store and online

service management

• Stock management for

### Channels



- Physical store in 6th of October
- City, Egypt
- online store via website and social media apps like tiktok and Instagram.
- Social media marketing and influencer collaborations
- Word of mouth and instore promotions
- Online campaigns through

Facebook and Instagram ads

### **Customer Segments**



- Primary: Young men (ages 18-24), students, early professionals active on social media
- Secondary: Teen boys (ages 13-17), fashion-conscious and looking for trendy, comfortable
- Tertiary: Men (ages 35-44), interested in casual, youthful fashion

### **Value Proportions**



- trendy designs that appeal to teens.
- Seamless online and offline shopping experience.
- high quality and Affordable fashion accessible to Egypt's B-class market Exclusive. limited-edition drops creating a sense of urgency and uniqueness.

### **Cost Structure**

- production costs (fabrics, printing)
- marketing cost (ads, influencer partnerships).
- Rent and utilities for the physical

### store

• Shipping and logistics for delivering online orders



### **Revenue Streams**

- Direct sales from the physical store
  - Online sales via TikTok and Instagram DMs





# USP

Urban Culture & Style:
Seventy8ight taps into
Cairo's vibrant street
culture and offers designs
that resonate with fashionforward individuals.

Affordable Streetwear: The brand provides trendy and stylish clothing at an affordable price point, making street fashion accessible to Egypt's B-class market.

Exclusive Drops:
Seventy8ight creates a sense of urgency and uniqueness with limited-edition collections and drops, appealing to those who want exclusive pieces.

Locally-Inspired: By infusing local flavor into global streetwear trends,
Seventy8ight stands out as a brand that reflects Egyptian culture while staying connected to worldwide fashion movements.

# **7PS**

1. Product Seventy8ight offers trendy, urban-inspired streetwear with bold, unique designs that reflect Cairo's vibrant youth culture. The product range includes Tshirts, hoodies, jackets, specifically tailored for a young, fashion-forward audience. The focus is on affordability without compromising on style or quality, with limitededition drops to create exclusivity.

2. Price
Seventy8ight operates in the affordable price range, targeting the B-class market. The pricing strategy is competitive, designed to offer value for money while maintaining high-quality fabrics and trendy designs. Seasonal promotions, discounts, and exclusive offers (e.g., flash sales) help to further attract price-sensitive customers.

3.Place: Seventy8ight sells primarily through an offline store, and secondary online orders through Instagram and TikTok DMs.

This refers to where and how the products are sold. Seventy8ight seems to utilize online platforms, particularly Instagram, for marketing and potentially for direct sales. This choice suggests a strategy focusing on digital channels to reach a broader audience, potentially complemented by a physical store or pop-up events

4. Promotion: Promotion involves how Seventy8ight markets its products and brand. This could include social media marketing, influencer collaborations, promotions, and advertising campaigns. Their Instagram presence is a crucial part of this, allowing them to showcase products, engage with customers, and create a brand narrative

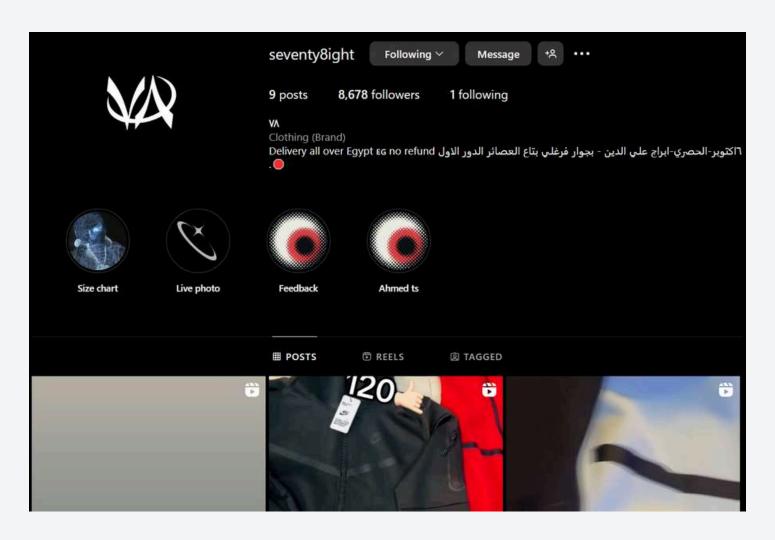
6. Process: This refers to the systems and processes that deliver the product to the customer. It includes everything from order processing, shipping, and delivery to the user experience on their social media platforms. Seventy8ight should focus on making these processes seamless and efficient to enhance customer satisfaction.

5. People: The people aspect covers those who interact with customers, from the brand's customer service team to sales personnel. For Seventy8ight, this could involve how they engage with followers on social media, the responsiveness of customer service, and the brand's overall approach to customer interactions. Ensuring a positive and personalized customer experience is key.

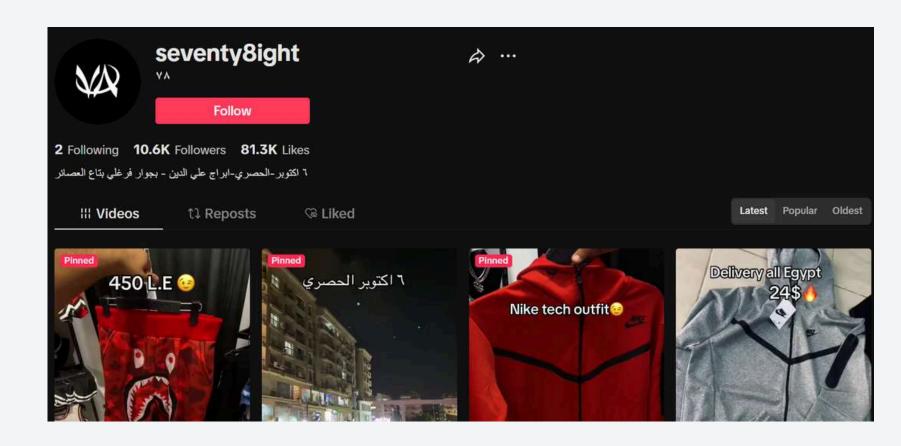
7.Physical Evidence: Physical evidence involves the tangible aspects that help customers connect with the brand, such as packaging, branding materials, and the overall aesthetic of their online presence. For Seventy8ight, this could mean stylish and cohesive packaging, a visually appealing Instagram feed, and any other physical touchpoints that reinforce the brand's image and values.

# CHANNELS









# SWOT

Strength: High quality materials, unique and trendy designs, growing social media presence.

Weakness:poor customer service response time ,unclear offline store location.

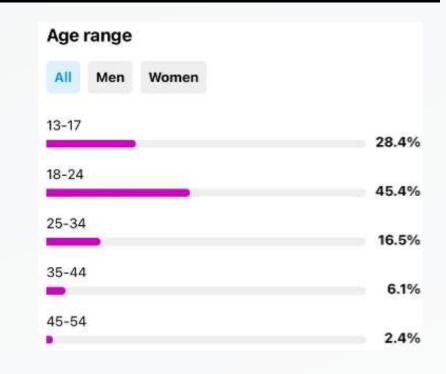
Opportunities: Growing youth fashion market in Egypt, potential to expand the brand to other cities, opportunities to collaborate with influencers.

Threats:High competition from other local and international brands, potential economic downturn affecting consumer spending.

# TARGET AUDIENCE ANALYSIS



- Demographics: Ages 13–54, predominantly males and females, with an interest in fashion, design, or streetwear.
- Location: People who live in Cairo and nearby governments.
- Interests: Fashion, music, nightlife, art, and creativity.
- Behavior: They engage with visual-driven content, look for unique, trendy pieces, and often follow influencers and brands that match their style.



## STP

## Segmentation

Demographic: – Gender: Primarily men (90%) –
Age groups: 13–17 (30%), 18–24 (45%), 35–44
(6.1%), 45+ (1%) – Income: Likely medium-income
youth and young professionals – Psychographic:
– Interests: Youth fashion, casual wear,
streetwear trends – Lifestyle: Social media–
active, fashion–conscious, values unique designs
and quality – Behavioral: – Purchase behavior:
Online shoppers, looking for youthful, trendy
designs – Brand loyalty: Engages with brands on
NTOK and Instagram, responsive to social media
trends

## **Targeting**

Primary Target: - Men aged 18-24 (45% of your audience) - Focus on students, early career professionals who are fashion-conscious and active on social media. - Secondary Target: - Teen boys aged 13-17 (30%) - Appeal to their need for trendy, comfortable fashion for school and social settings. - Tertiary Target: - Men aged 35-44 (6.1%) - A smaller but notable group, likely interested in comfortable and youthful fashion for casual outings.

## postiosing

Positioning Statement: "For fashion-forward young men who value both style and comfort, Seventy8ight Store offers high-quality, trendy t-shirts and pants designed to keep up with your dynamic lifestyle. With modern youthful designs and superior fabrics, we bring the latest fashion to your wardrobe at affordable prices." - Differentiation: - Youthful, modern designs that appeal to trendy, style-conscious men. - High-quality materials that provide both comfort and durability. - Strong online presence and social media engagement, making fashion accessible and relevant to a tech-savvy audience.

## **BUYER PERSONA**



## MALE

## AHMED

- Age: 22
- Gender: Male
- Location: Cairo, Egypt (lives in october City)
- Occupation: University student
- Income Level: Middle to upper-middle class
- Education: Bachelor's degree in Architecture

## Values

- Ahmed values self-expression through fashion, especially in how he presents himself at university and social events.
- He prefers high-quality streetwear that combines comfort, durability, and affordability.
- Ahmed looks for local brands that can give him a unique style without being too expensive.

## **Digital Behavior**

- Active daily on Instagram and TikTok, primarily following fashion influencers, streetwear brands, and Egyptian cultural figures.
- Engages with content from streetwear brands through Instagram posts, stories, and videos.
- Shops online via Instagram or Facebook Marketplace, often looking for exclusive drops or new collections.

### **Interests**

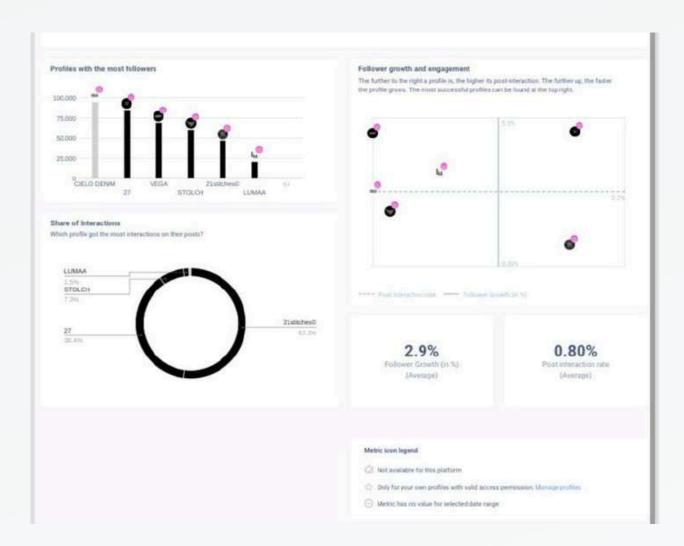
- Streetwear fashion, sneakers, and design
- Architecture, urban design, and graffiti art
- Music (hip-hop, rap) and street culture
- Video games and online communities
- Following influencers and fashion-forward peers for style inspiration

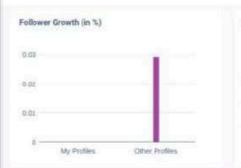
### Challenges & Pain Points

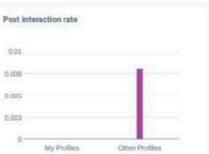
- Limited Local Options: He often finds it challenging to find trendy streetwear options in Egypt that are affordable yet good quality.
- Pricing: While he values fashion, he's sensitive to high prices and prefers discounts or promotions.

## COMPETITOR RESEARCH

fanpage karma							8/6/24 - 9/2/2
Metrics Overview							
Sarre	Page Ferformatice Index	Fana	Fidtower Grandh (in %)	Post interaction rate	Posts per day	Reach per day	Interactions per impression
27 (Interest/pharent) and	75%	85k	4.6%	2.0%	0.07	Ú.	
21 stitches0	19%	47k	0.77%	2.0%	0.2	ú	÷
VEGA MONTENED	10.0%	69k	4.5%	0%	0		· ·
LUMAA	9.0%	200	3.2%	0.66%	0.04	12	32
CIELO DENIM	6.0%	95k	2.6%	0.0036%	0.6	Ω.	ψ.
STOLCH	7.0%	61k	1.9%	0.37%	0.2		益
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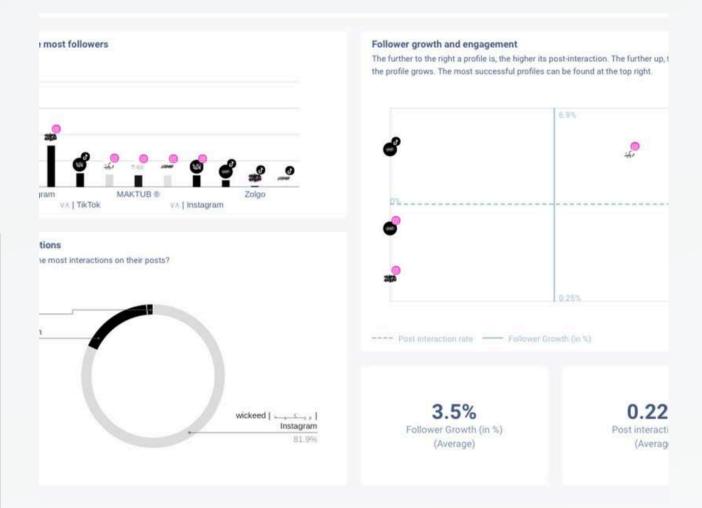




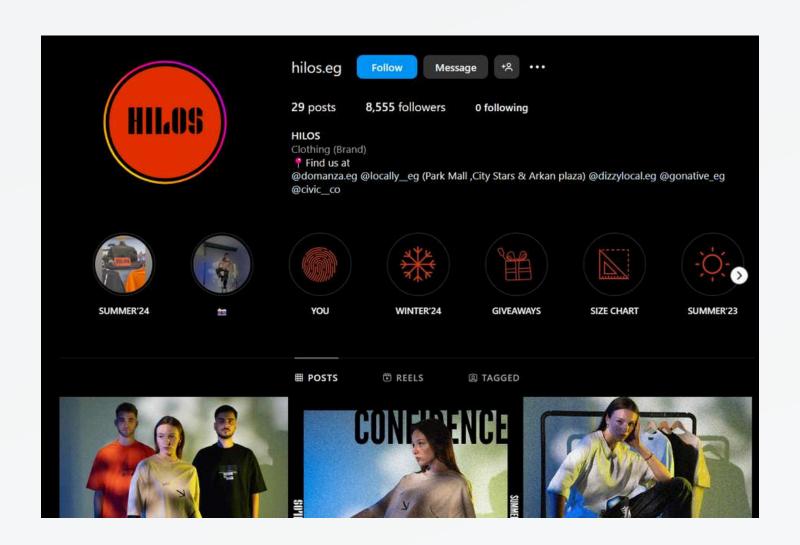


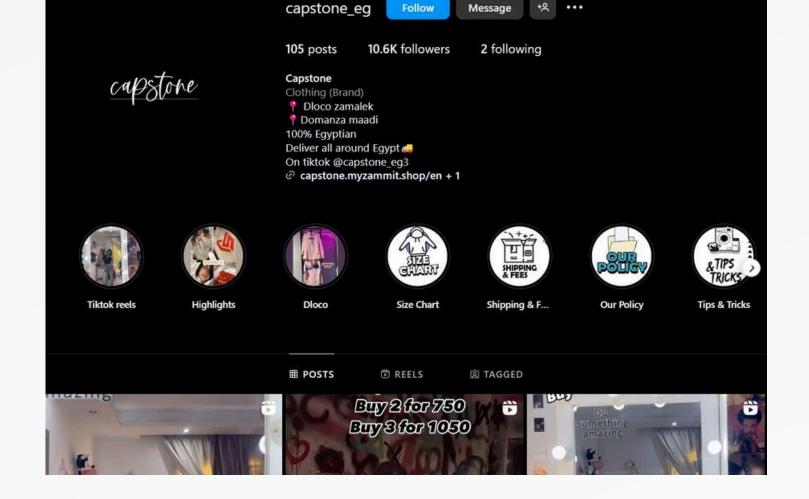
## COMPETITOR RESEARCH

lame	Page Performance Index	Fans	Follower Growth (in %)	Post interaction rate	Posts per day	Reach per day	Interactions per impression
LODGE mlodge.eg	Θ	8.8k	Θ	0%	0	÷	☆
lodge.eg	0	147	Θ	0%	0	€3	Θ
MAKTUB ®	Θ	Θ	Θ	Θ	Θ	r	Ŷ
VEGA @vedaegy	Θ	5.3k	6.4%	0%	0	⇔	Θ
VEGA @vegaegy	10.0%	76k	3.1%	0%	0	ŵ	ŵ
wickeed  ,	Θ	9.4k	6.2%	0.91%	1.0	ŵ	☆
Zolgo @zolgo.eg	Θ	Θ	Θ	Θ	Θ	Q	Θ
zolgo @zolgo.eg	10.0%	30k	4.5%	0%	0	Ó	Φ
V A @seventy8ight	Θ	11k	Θ	0.14%	0.1	a	1.0%
V A @seventy8ight	Θ	8.8k	0.80%	1.1%	0.2	rir	会









They have higher engagement.

Their advantage that they have a website.



They use themed presentations, like artistic or detailed designs, to appeal to specific audiences



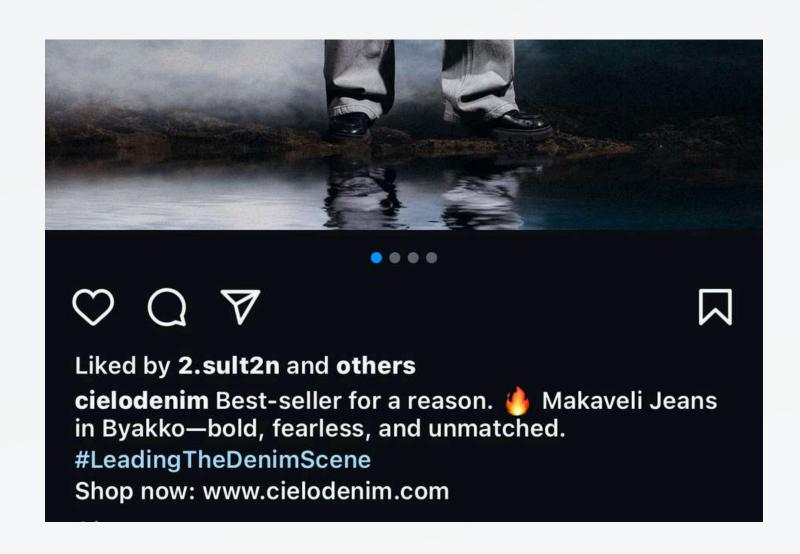
Some competitors adopt a clean, minimalist style, using high-quality or 3D-rendered images to create a polished and professional look



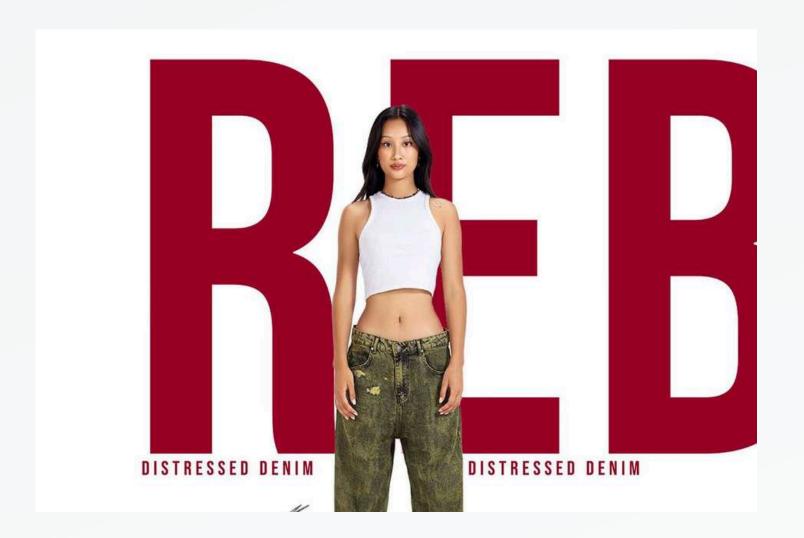
Some competitors use darker palettes for a casual streetwear feel



while others mix pastels and neutrals for a versatile, contemporary vibe



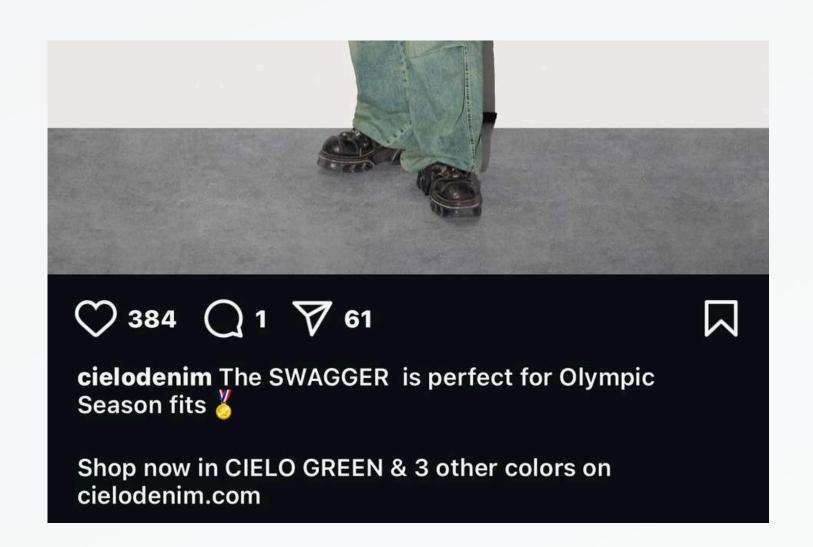
They often use straightforward descriptions, highlighting basic features such as size and colors.



Some competitors emphasize theme-based, personality-driven content to attract niche audiences seeking unique designs.



Others use consistent backgrounds and lighting across posts, creating a strong visual identity and reinforcing a premium brand image.



Call to Action: They encourage customers to order

## GOALS AND OBJECTIVES

## Increase Brand Awareness

Grow Instagram followers by 10% over each month through organic and paid reach.

### **Boost sales**

Increase online and offline sales by 15% over the next 6 months.

## Improve customer service

Reduce response time to customer inquiries on social media to under 1 hour by the end of the next quarter.

## Enhance Product Range

Diversify the clothing collection by introducing new styles, seasonal lines.

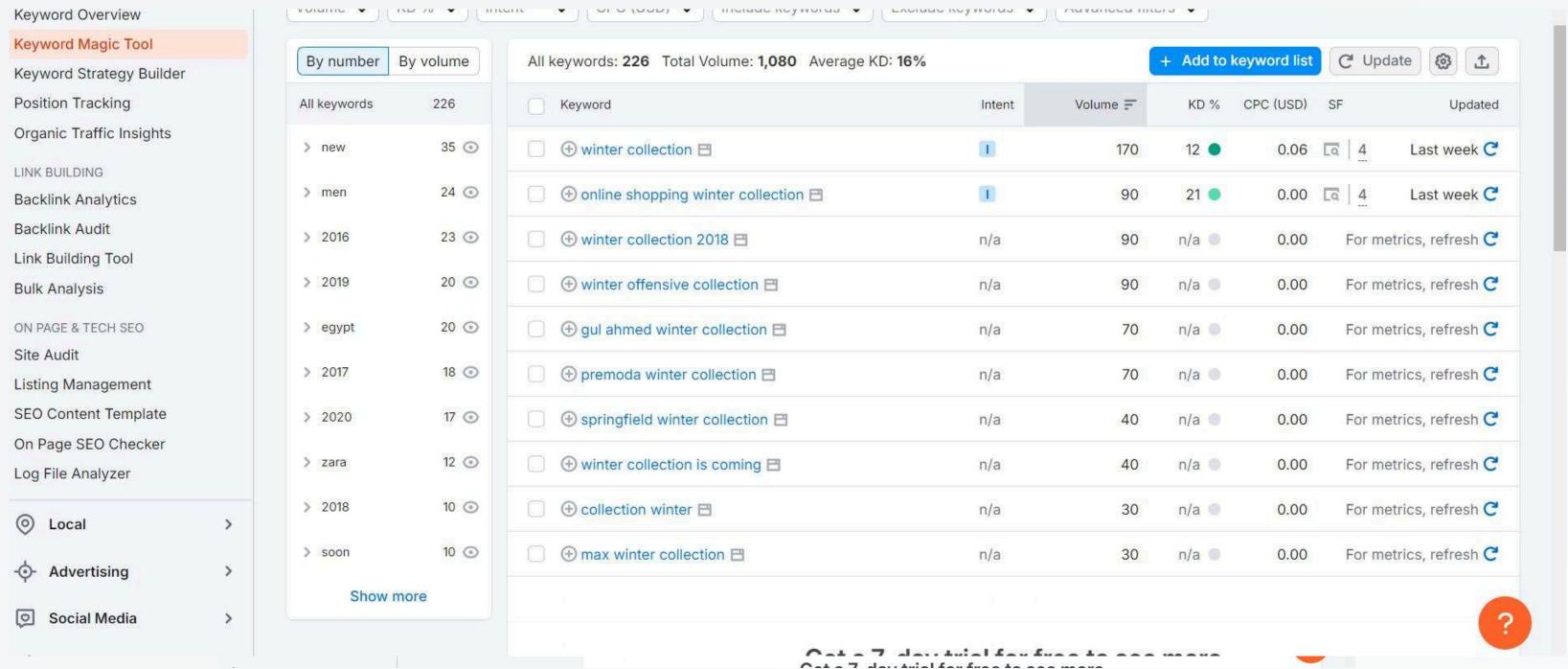
## Boost Engagement

Increase post interaction (likes, comments, shares) by 20% within a month.

## Create a website

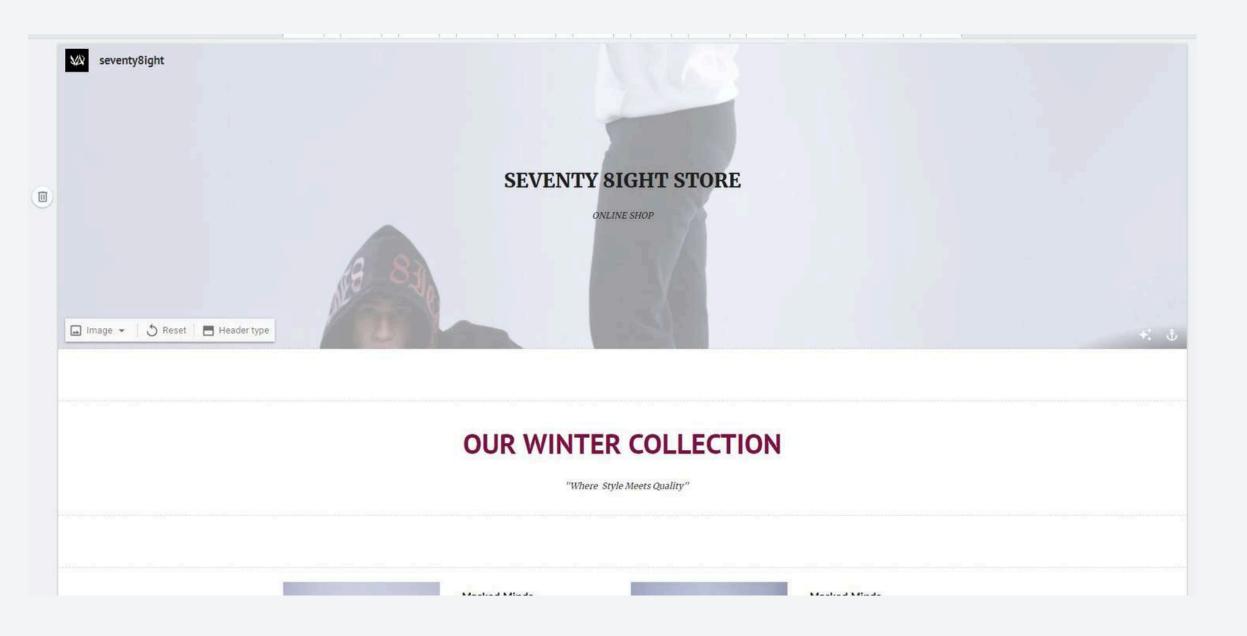
It will help increase sales and make it easier and faster for customers to purchase.

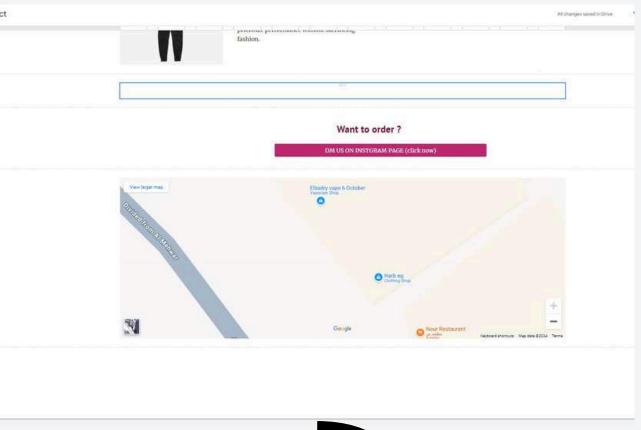




We utilize SEMrush's SEO keywords to optimize our content and enhance our website development.

# NEW WEBSITE





we put our store location and instgram hyperlink

we create new website on google sites website link

# WEBSITE

All changes saved in Drive

30

All changes saved in Drive

### **OUR WINTER COLLECTION**

"Where Style Meets Quality"



#### Masked Minds

is a captivating hoodie that blends street style with a touch of mystery. Its bold, graphic design features two masked figures surrounded by cryptic text, creating a visually striking and thought-provoking piece. The predominantly black and white color scheme with red accents adds a touch of edge.



#### Masked Minds

Inspired by themes of rebellion, secrecy, and urban culture, this hoodie is perfect for those who seek to express their individuality and challenge the status quo. The enigmatic design invites wearers to decipher its hidden meanings and create their own unique narrative.



#### 78th Sin

The "78th Sin" hoodie is a rebellious statement piece inspired by counterculture and the spirit of rebellion. Its bold design features iconic symbols like the Harley-Davidson logo, a skull, and a mohawk skull, along with the enigmatic number "78." This number holds a symbolic significance, hinting at a transgression beyond the



### 78th Sin

Crafted with a touch of darkness and a rebellious edge, this hoodie is perfect for those who embrace a nonconformist lifestyle. It's a testament to individuality and a refusal to conform to societal norms. The "78th Sin" hoodie is more than just apparel; it's a declaration of independence and a celebration of the unconventional.



### Majesty in Black

This sleek black hoodie features a bold Gothic inscription of "LOVE" down the sleeve, exuding a timeless and regal aura. The contrasting red lettering adds a touch of fiery passion to the overall design, creating a striking and sophisticated look.



#### Majesty in Black

A description of an effort and why it matters



### Majesty in White

This pristine white hoodie showcases the same Gothic "LOVE" inscription as its black counterpart, but with a pure and ethereal feel. The red lettering pops against the white fabric, adding a vibrant contrast that is both eye-catching and elegant.



### Majesty in White

A description of an effort and why it matters



#### Nike Tech

Whether you're hitting the gym, going for a run, or simply navigating your day, Nike Tech products combine functionality and style, making them a go-to choice for those who prioritize performance without sacrificing

we name each new item and put a descreption for each one

# SOCIAL MEDIA CONTENT STRATEGY

## CONTENT MIX







## 50% PRODUCT SHOWCASES

Posts and Reels of products in styled settings. For example, models wearing Seventy8ight apparel in vibrant street locations.
Goal: Build brand awareness and highlight product quality.

## 30% USER-GENERATED CONTENT

Repost content from customers wearing or using Seventy8ight products, tagged stories.
Goal: Build community and trust.

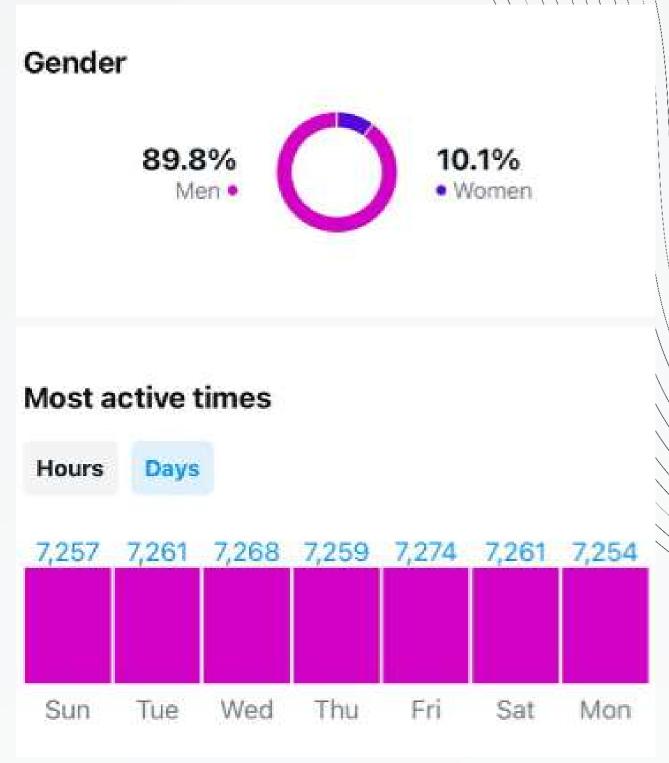
## 20% INTERACTIVE CONTENT

Polls, quizzes, and stories where followers can vote on favorite styles or trends.

Goal: Encourage engagement and interaction.

# POSTING FREQUENCY

- Posts: 2 per week (a mix of product shots, lifestyle imagery, and collaborations).
- Stories: 4–5 weekly stories, using polls, countdowns, and UGC to drive interaction.
- Reels: 1–3 per week featuring dynamic, short-form videos. These can show outfit transitions, behindthe-scenes shoots, or highlight unique products.



# ENGAGEMENT STRATEGY

Interactive Stories: Run weekly polls, quizzes, and Q&As to invite customers to engage. Use Instagram stickers (questions, polls) to directly interact with followers.

Hashtag Strategy: Use a mix of trending and niche hashtags (e.g., #Streetwear, #FashionDaily, #OutfitInspo) and encourage followers to tag their content with a branded hashtag (#Seventy8ightStyle) for repost opportunities.

# ADVERTISING STRATEGY

Goal: Drive traffic to the Instagram page and boost brand awareness. and it increased by 99.9%

Audience Targeting:
Focus on people
interested in fashion,
streetwear, and design
within the target age
group (13–54), using
detailed targeting for
competitors or related
brands (e.g., people who
follow streetwear pages
or fashion bloggers).

Ad Format: Use carousel ads to showcase a collection of products and in-feed video ads to highlight product launches or limited-time promotions.

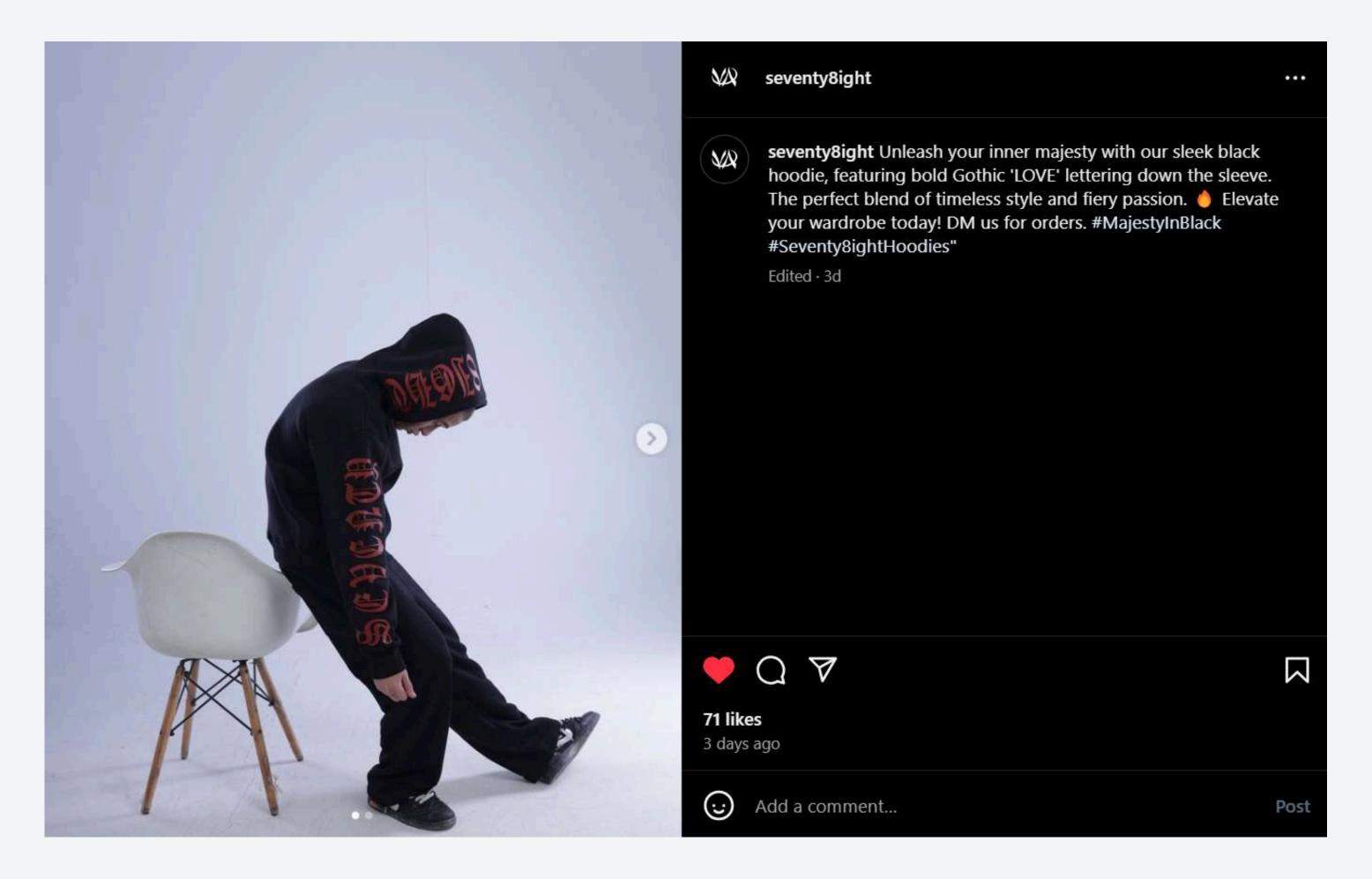
# CONTENT CALENDAR

10-6-2024	Sunday	Behind-the-scenes reel of a photoshoot	Reel	"Ever wondered what goes on behind the scenes?  Watch the magic unfold as we shoot our latest collection. Tell us which piece caught your eye! ""	"DM us for sizing or availability!"
10-11-2024	Friday	describe about new amazing t-shrit	post	"Unleash your inner majesty with our sleek black hoodie, featuring bold Gothic 'LOVE' lettering down the sleeve. The perfect blend of timeless style and fiery passion"	"Shop now via our Instagram Shop or DM for details!"
10-12-2020	Saturday	describe new collection	post	"Two sides of love, one iconic design. ♥ ○ Whether you're feeling bold in black or pure in white, our Gothic 'LOVE' hoodies have got you covered. Which one speaks to you? DM us for orders!	"DM us with any questions or click our bio link for early access!"

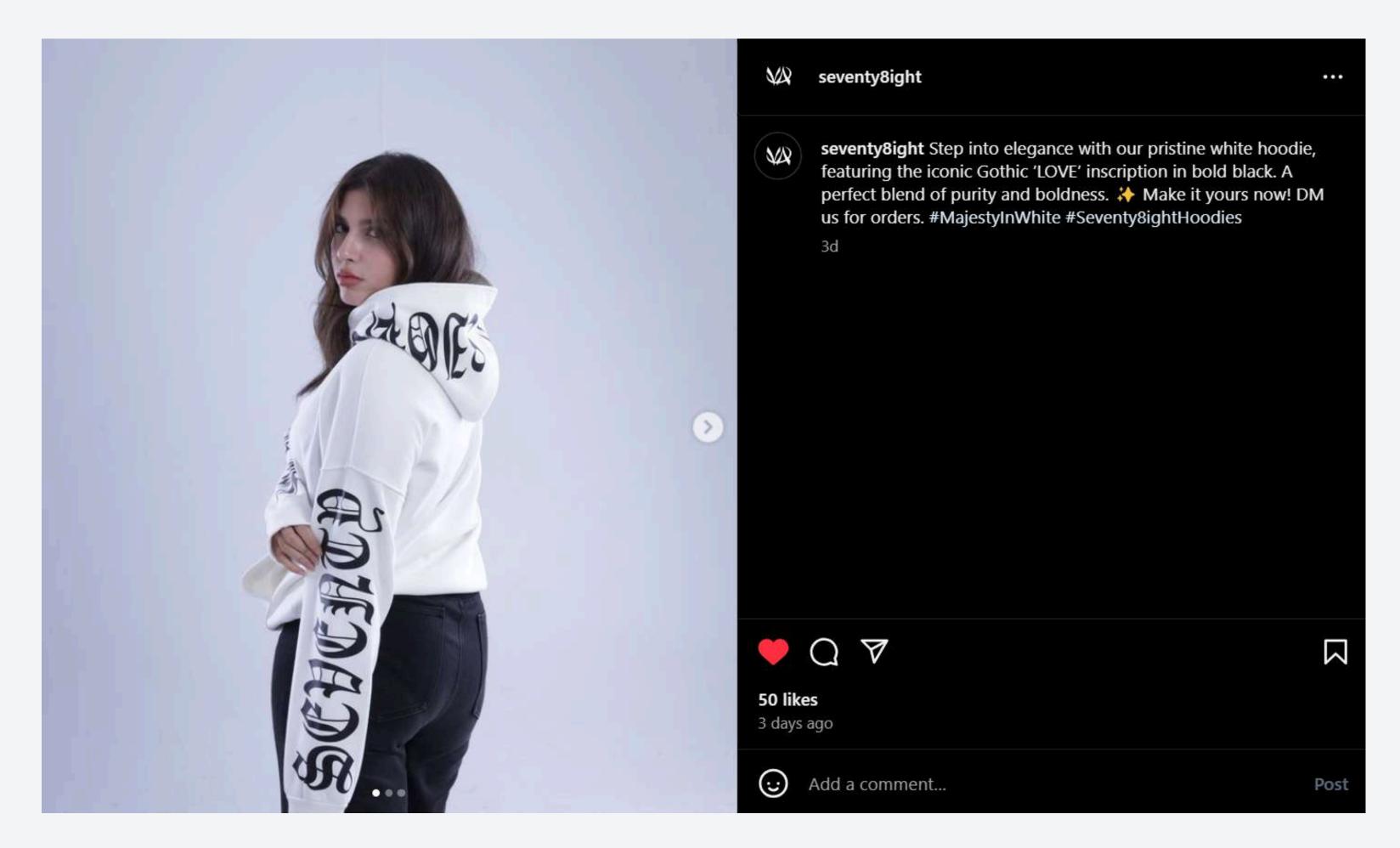
# CONTENT CALENDAR

10-13-2024	Sunday	post about new hoodies	post	Step into elegance with our pristine white hoodie, featuring the iconic Gothic 'LOVE' inscription in bold black. A perfect blend of purity and boldness.   Make it yours now!  DM us for orders.	"DM us your style!"
10-13-2024	Sunday	present t-shirt	reel	Nike tech cotton available now توصيل لجميع المحافظات	"Click the link in bio to shop before it's gone!"
10-15-2024	Tuesday	new collection	reel	" new tech cotton "	"Tap the bio link to join the Seventy8ight fam!"
10-15-2024	Tuesday	the most beautiful looks at 78	Reel	" 准 new tech available now"	"Don't miss out, shop the sale now in our bio!"

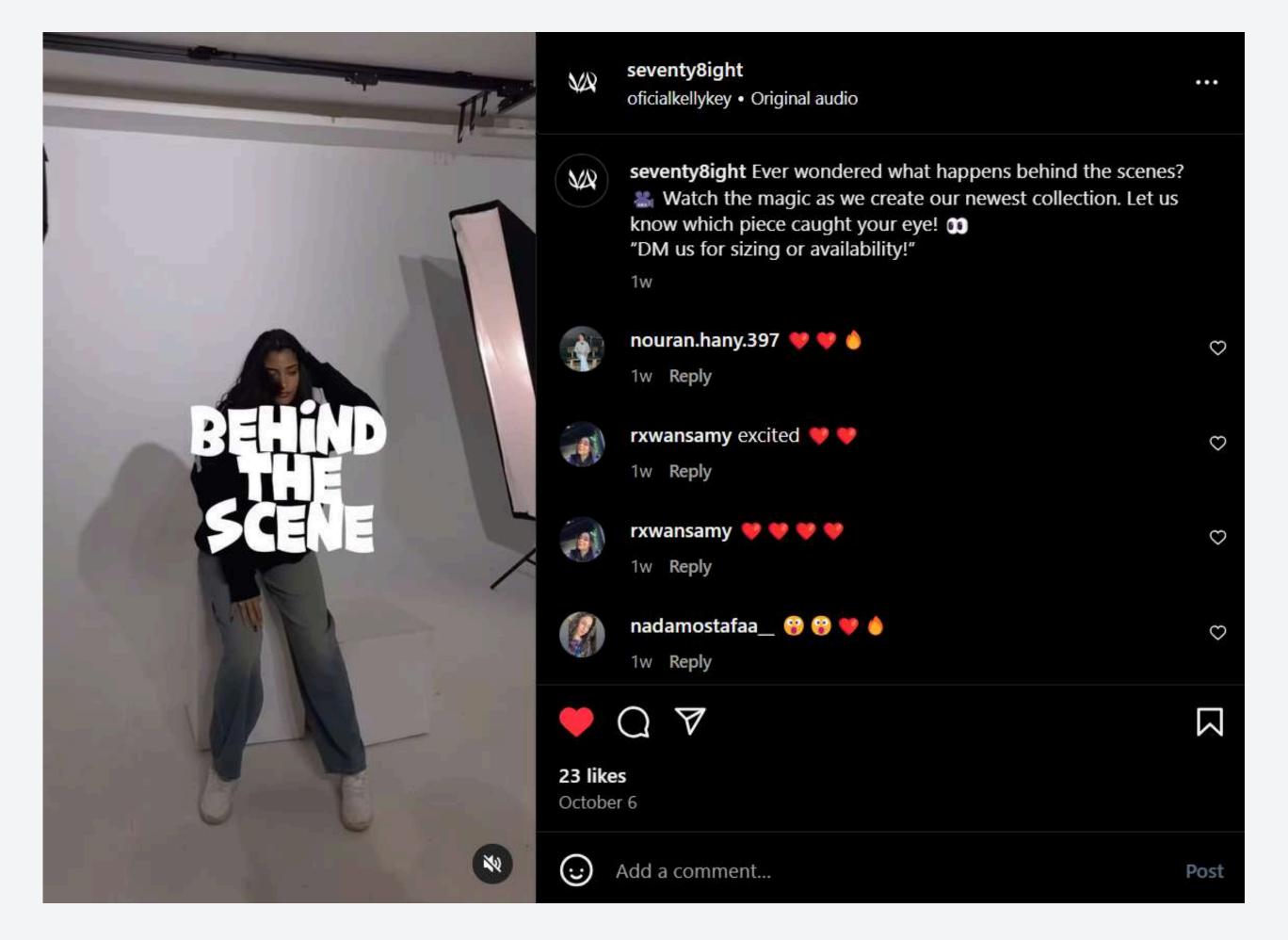
## EXAMPLE FORM OUR CONTENT



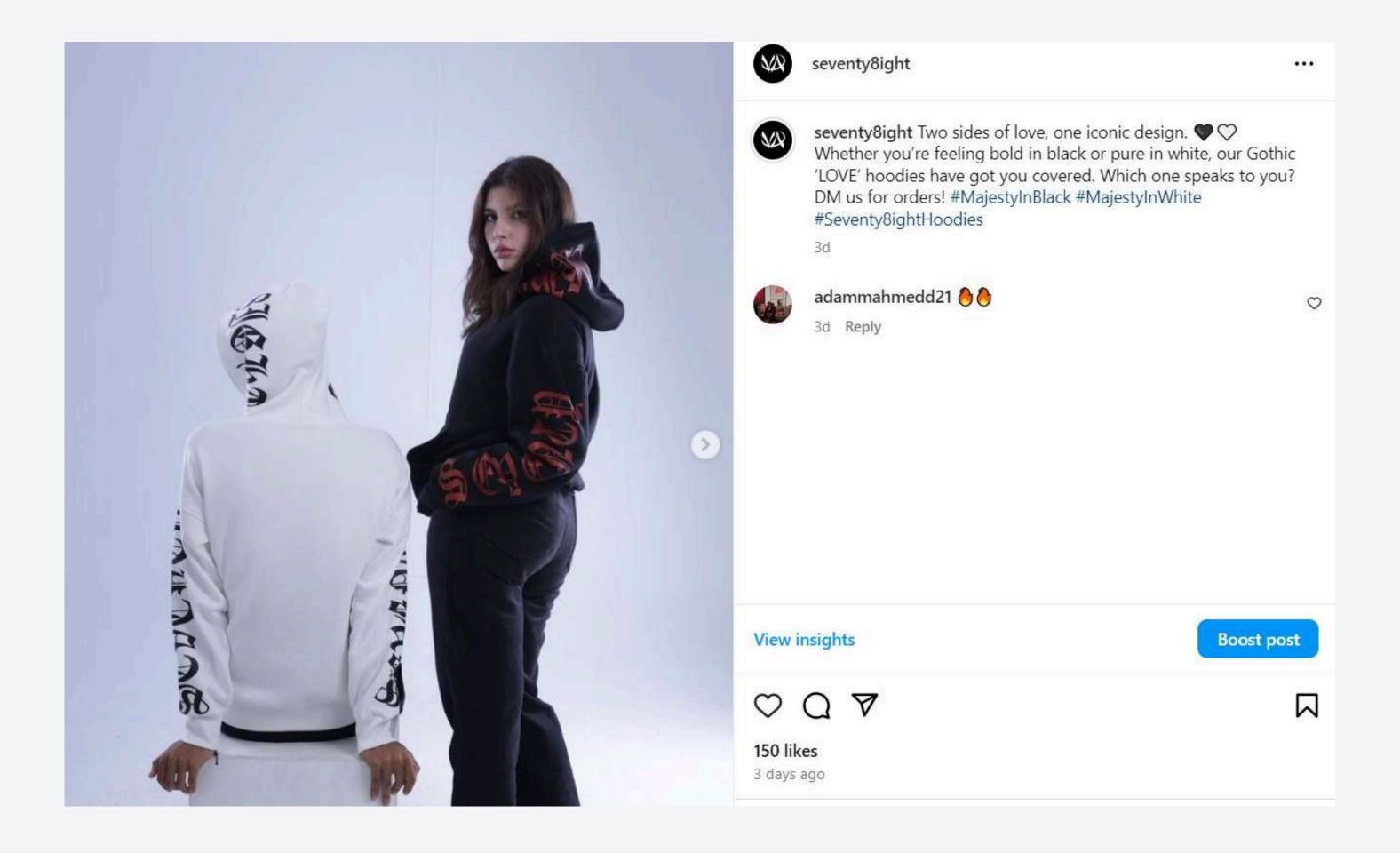
## EXAMPLE FORM OUR CONTENT



## EXAMPLE FORM OUR CONTENT

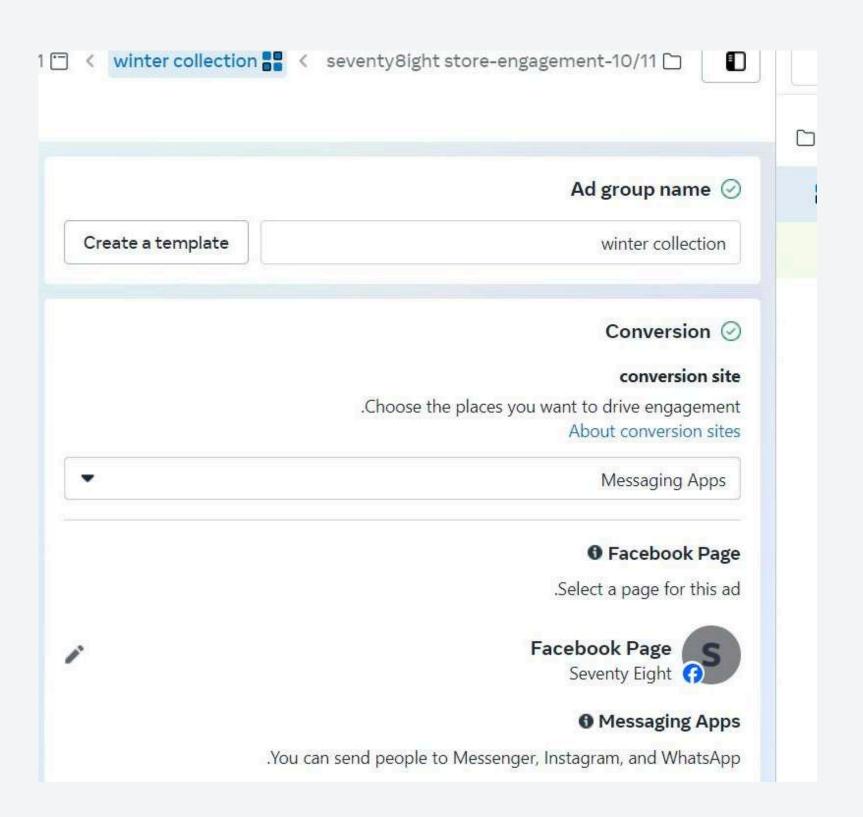


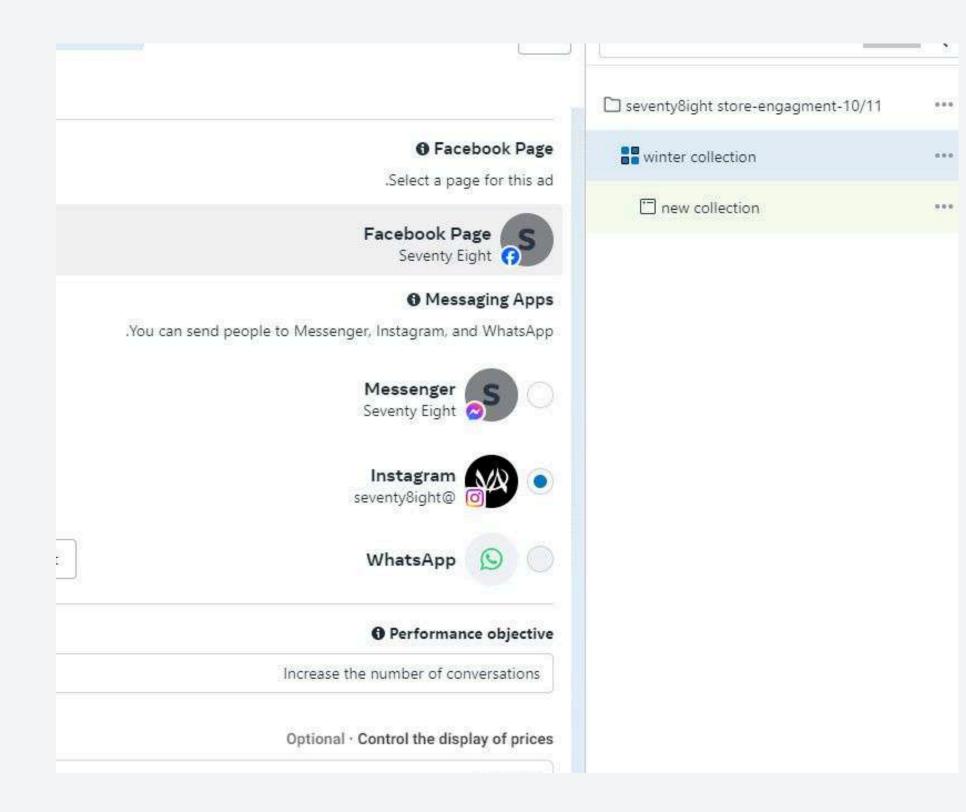
#### EXAMPLE FORM OUR CONTENT



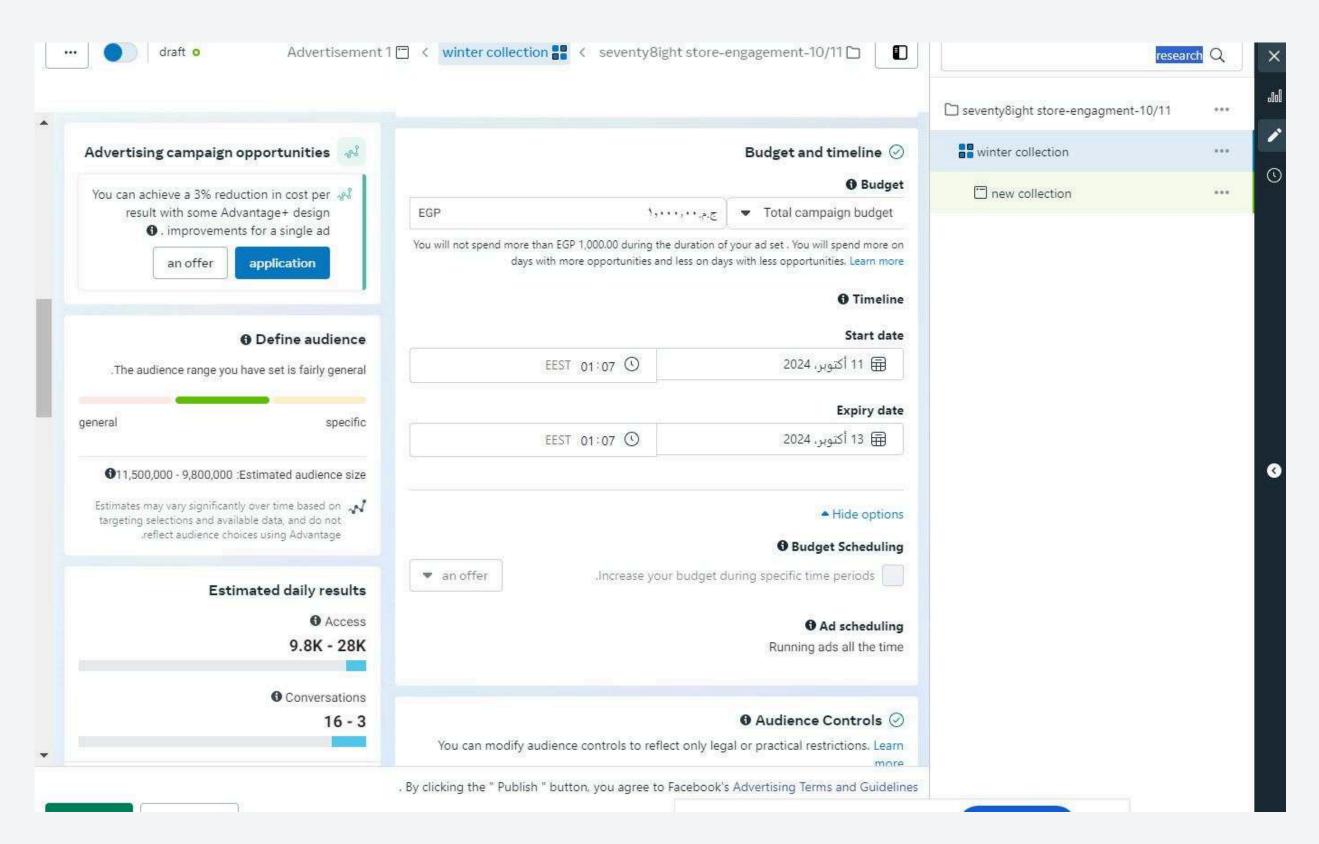
# 1ST STORY ON INSTAGRAM



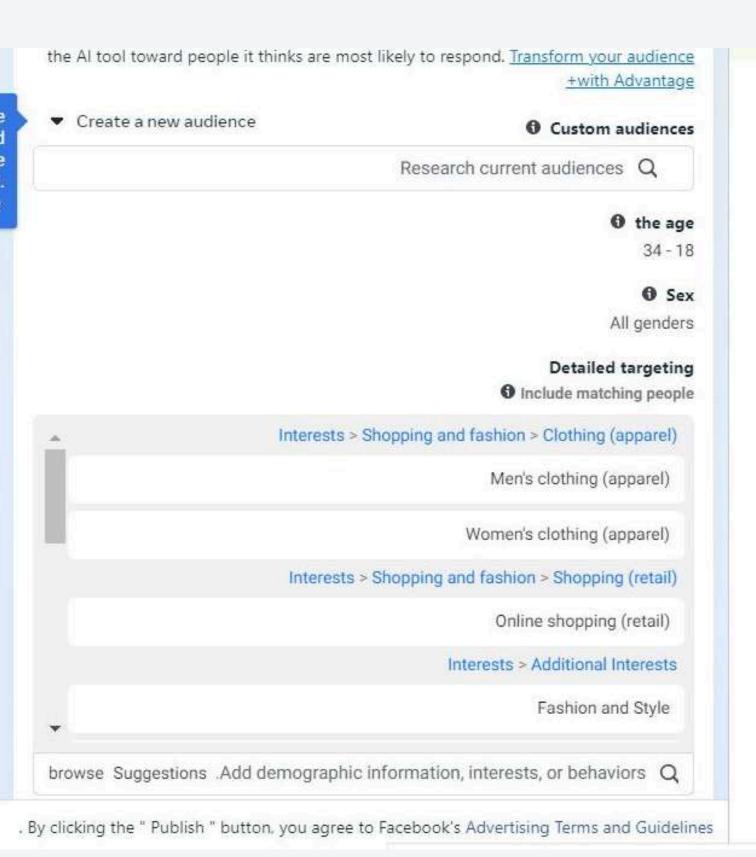




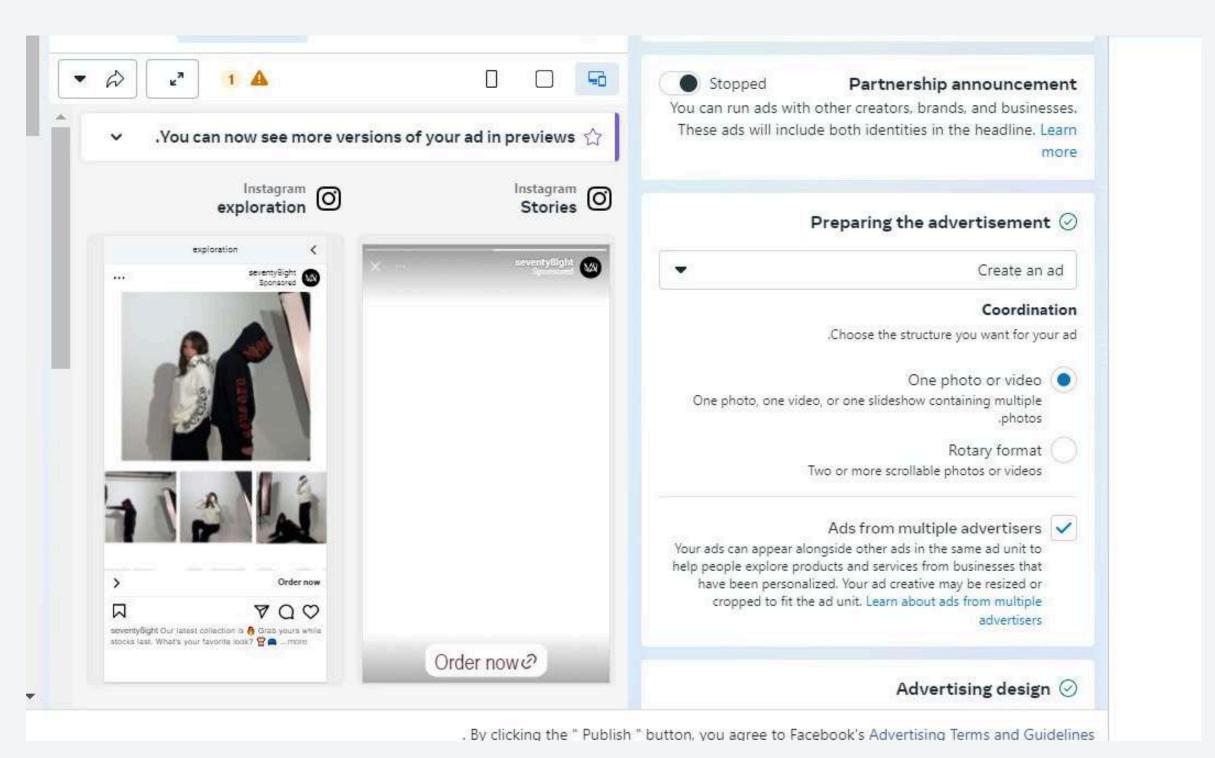
we choose the goal engagment



life time budget 4 DAYS

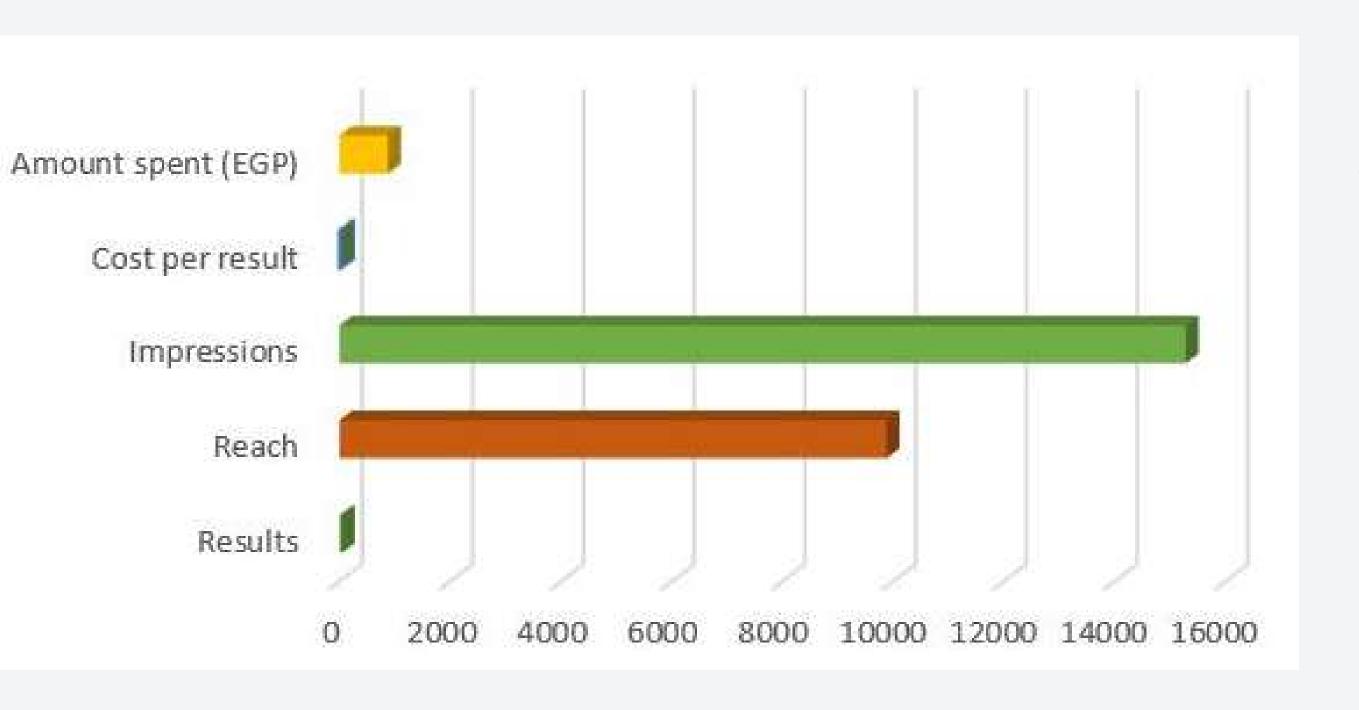


-Age 18 to 34
-INTRESTS ONLINE
SHOPPING
FASHION AND STYLE
-LOCATION EGYPT BECAUSE
WE DO SHIPPING ALL OVER
EGYPT





DARK POST REEL THAT HAVE ALL OUR COLLECTION



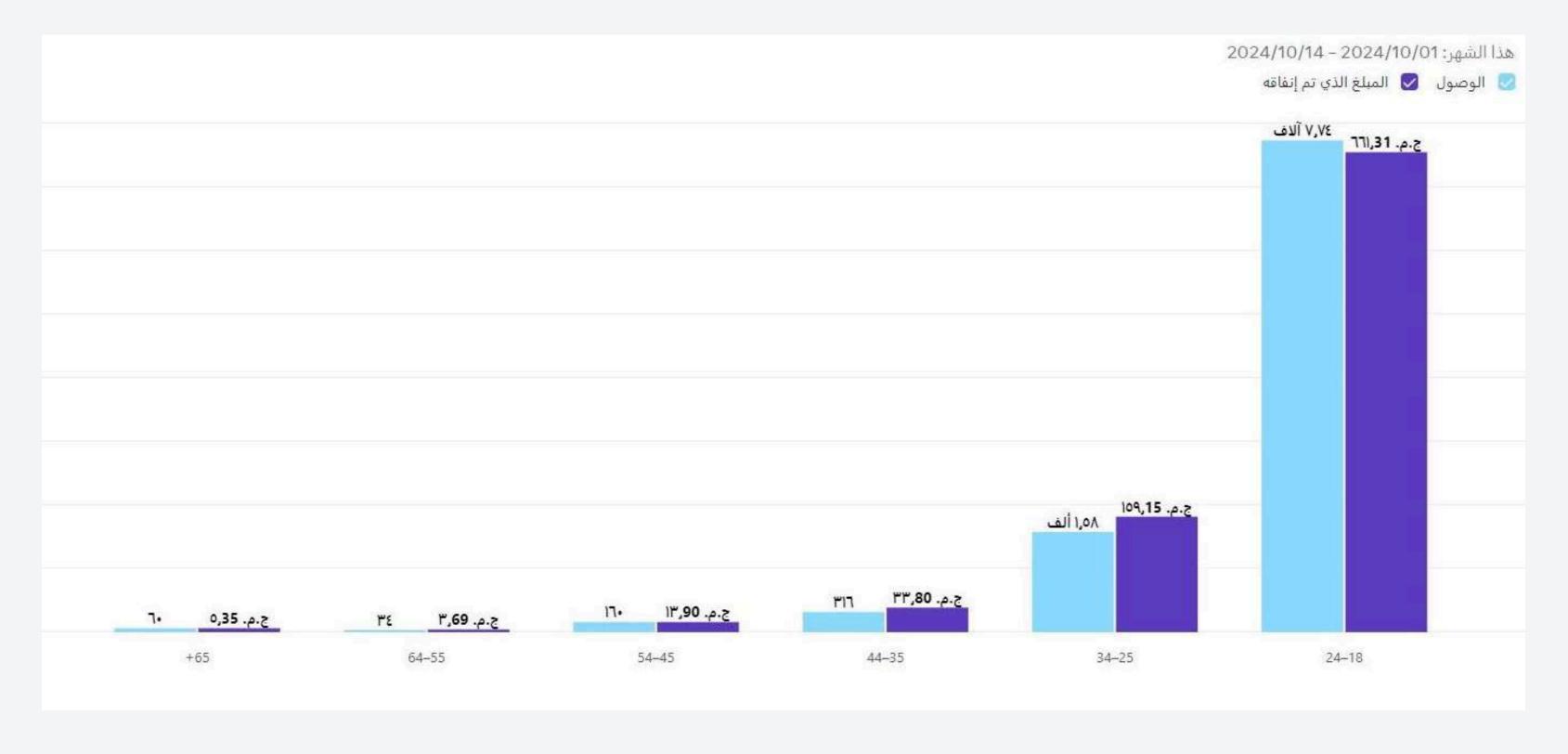
Amount spent:877.19

**CPC:20.89** 

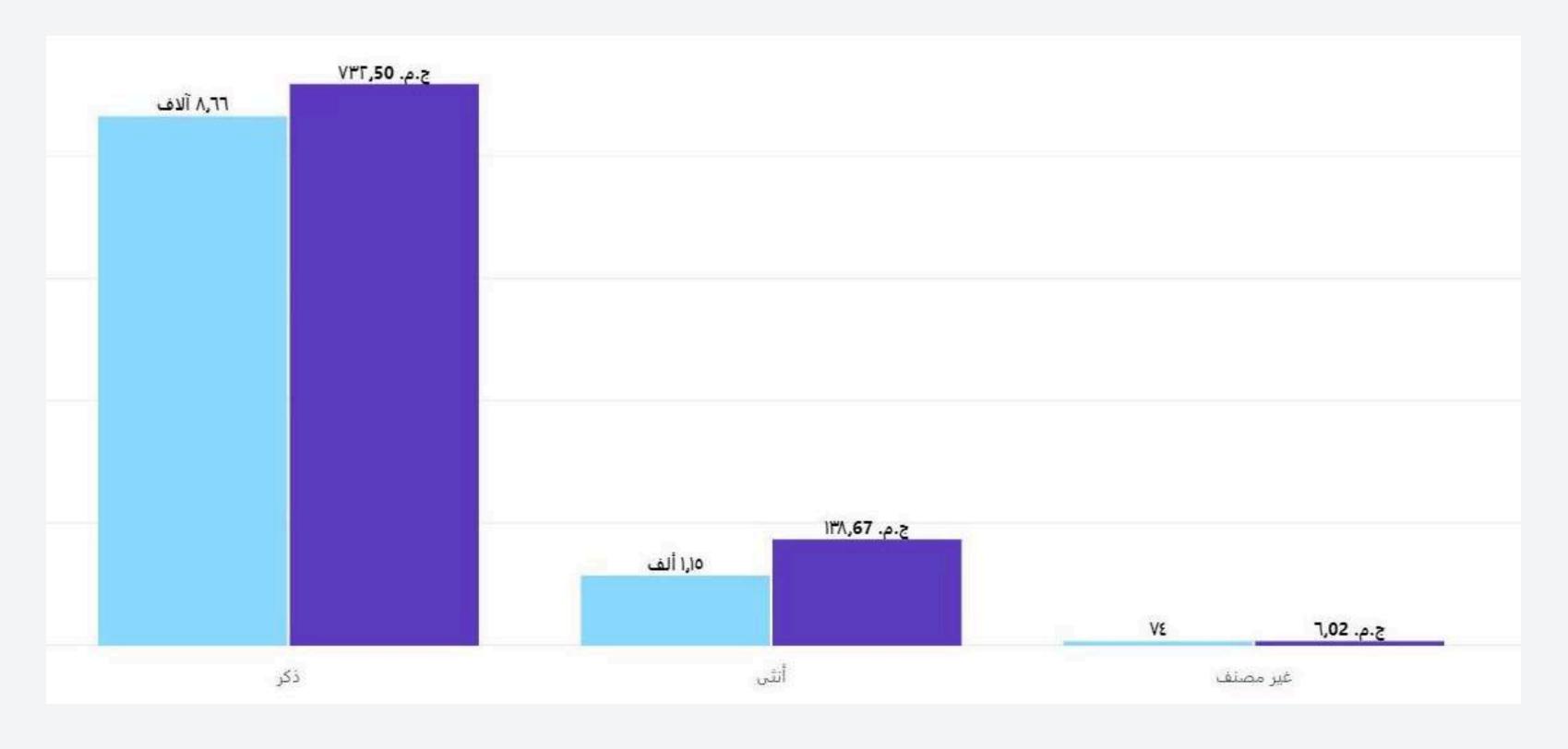
**Reach:9885** 

impressions:15290

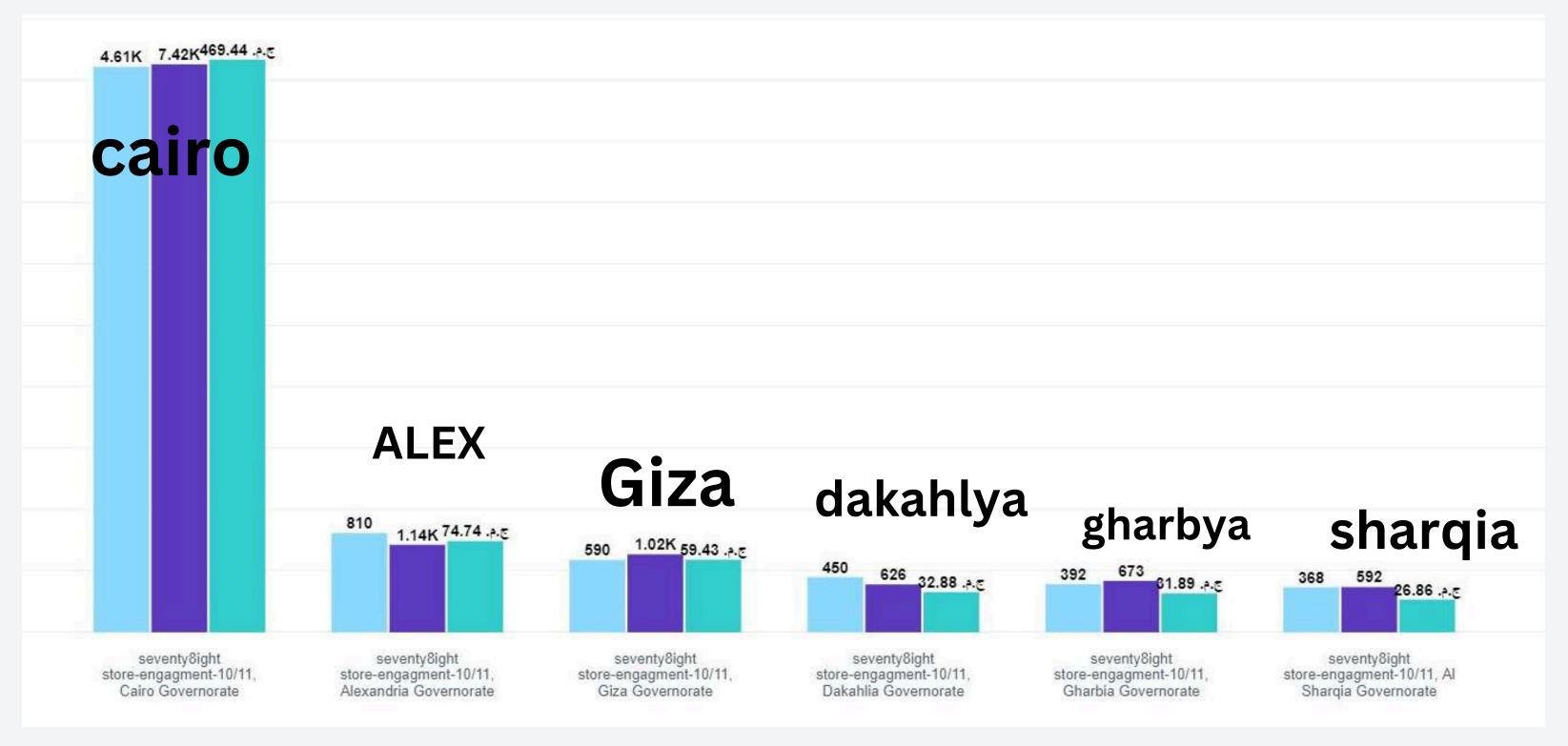
messege:42



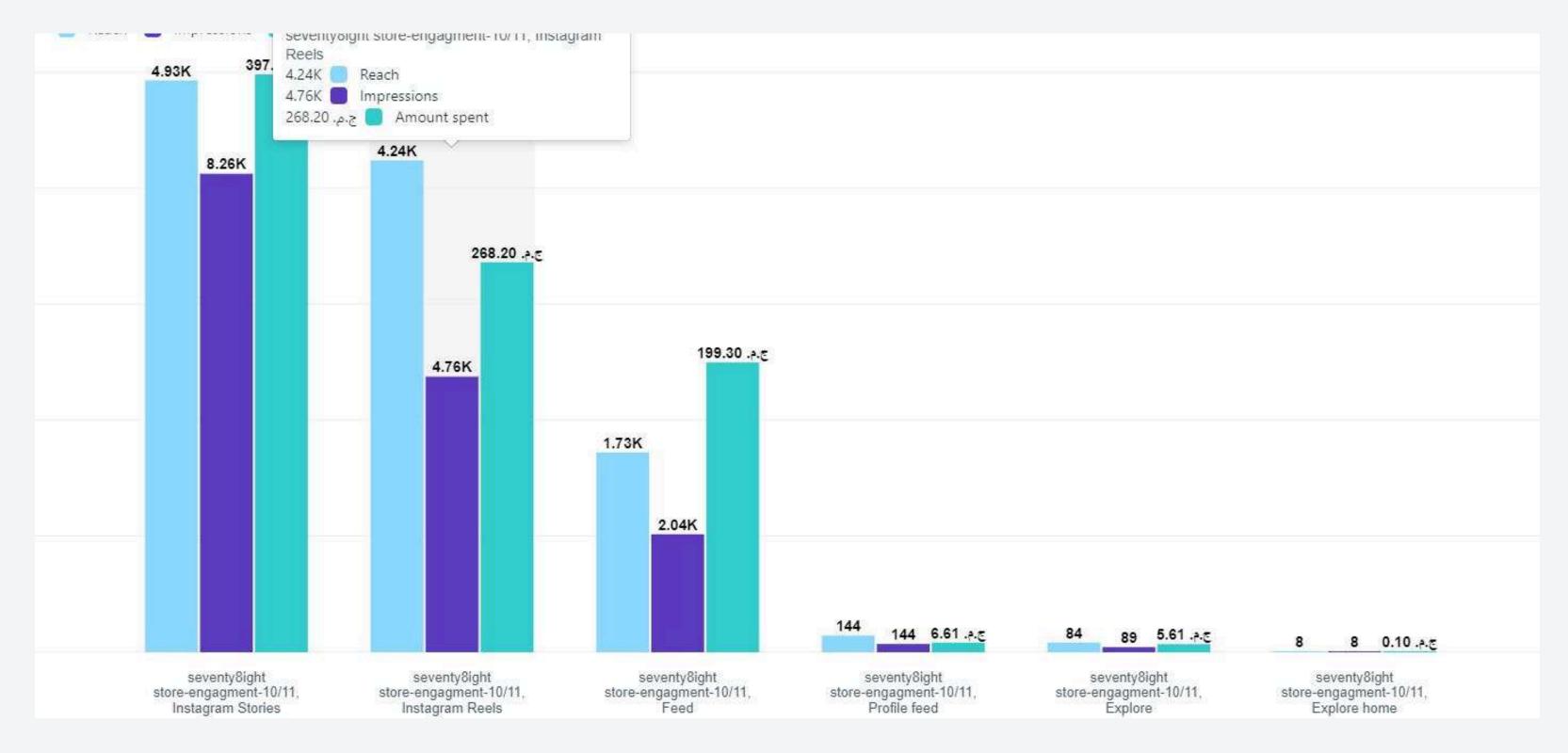
### BEST AGE 18-24



### BEST GENDER: MALE



### best location: Cairo-Alex-Giza



# BEST PLACMENT: STORIES

# FOLLOWERS

### BEFORE



posts

8,759 followers

following

V٨



In sleep mode

#### Clothing (Brand)

٦اكتوبر-الحصري-ابراج علي الدين - بجوار فرغلي بتاع العصائر الدور الاول Delivery all over Egypt 🚅 no refund See Translation

#### Professional dashboard

64K views in the last 30 days.

# AFTER



posts

8,900 followers

following

V۸

#### Clothing (Brand)

٦اكتوبر-الحصري-ابراج علي الدين - فوق ملك الكبده Delivery . all over Egypt = no refund

See Translation

sites.google.com/view/seventy8ight-onl...

#### Professional dashboard

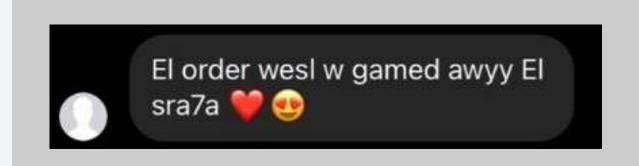
127K views in the last 30 days.

### RECOMMENDATIONS

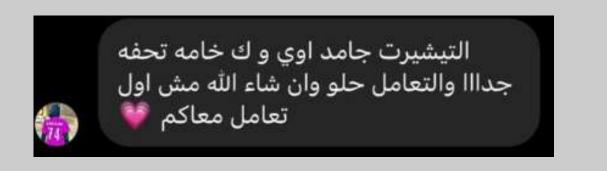
- We will focus on Cairo, Alexandria and Giza as a primary targeted area and Other governorates as a secondary targeted area.
- The top engaged age range is 18 to 24, so it'll be our primary targeted age group.
- Top engaged gender are males, so it will be primary targeted gender.
- To run the campaign more days with higher budget.
- Top engaged posting type is stories.

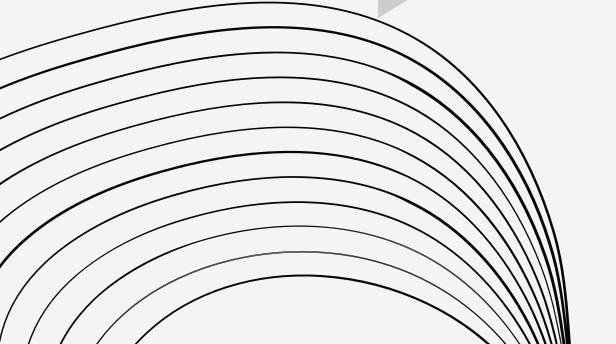
# TESTIMONIALS

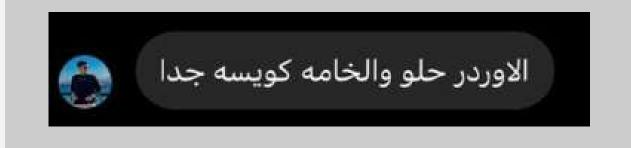




El order wasal beggad gamed w high quality thx beggad







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