

ROB MALINOWSKI

(HE/HIM)

FULL STACK MARKETER

PROFESSIONAL

MassMutual | August 2016 - Present

May 2020 - Present

Digital Adoption Product Owner

- Driving strategy & execution of digital adoption marketing campaigns.
- Coordinating and leading a high-volume program of activations (such as postcards, buckslips, email & social) that reach X00k audiences.
- Led the strategy and launch of the enterprise's first on-exit modal; driving 76% lift in MoM e-bill enrollment for logged in users at a 6% CTR.
- 21% increase in MassMutual online accounts since joining the team.

/-----As part of the Early Career Rotational Program-----*/*

Aug 2019 - May 2020

Marketing Consultant - Talent Brand & Experience

- A first member of an HR team that applies marketing strategy to recruiting.
- Supported/lead a marketing mix of: conferences & events, email, organic/paid social, job boards, SEO, & more.
- Designed and coded webpages/updates for careers.massmutual.com. Additionally responsible for the subdomain's web analytics.
- Supported refresh of MM's Employee Value Proposition (EVP).

Aug 2018 - Aug 2020

Marketing Consultant - LifeScore Labs

- Helped plan and execute initial go-to-market strategy as the first marketer to join this ~8 month old fintech startup.
- Brought on and led rollout of HubSpot as the integrated CRM, CMS, and Marketing Automation platform of choice.
- Launched numerous MVPs: social media, email, direct mail, PR, print, video, conference activations, media buys, a webinar, & more.

Aug 2017 - Aug 2018

Marketing Consultant - Integrated Marketing

- Operated as an account manager on this new team that partnered with BUs to help execute coordinated campaigns.
- Helped manage nearly \$100K in media across organic/paid social, industry media buys, email, and SEM.

Aug 2016 - Aug 2017

Marketing Consultant - Brand Management

- Part of this Fortune 100 company's Brand Refresh team; contributing most notably to the corporate PPT templates.

OVERVIEW

A seasoned Marketer with expertise in digital, agile environments. With a lean mindset, I help teams deliver often and with compelling experiences that drive key results.

TOOLBOX

FB Ads Manager	LinkedIn Ad Manager	Miro	
CSS3/HTML5 (Basic)	Browser Dev Tools	Slack	
Google Analytics	Looker	Tableau	Full Story
Bootstrap	Invision (Basic)	Sketch	EasyRetro
Squarespace	Powerpoint (Advanced)	HubSpot	
Jira/Confluence	Smashfly	Biteable/Canva	
MailChimp	UTM Builders	GroupMap	Github
Excel (Vlookups/Pivots)	Adobe Ps/Id/Lr/Dw		

HONORS & CERTS

- CSPO (Scrum Alliance)
- CSM (Scrum Alliance)
- Software Security Yellow Belt (SJ)
- ALMI (LOMA)
- FSRI Level 1 Certificate (LOMA)
- Eagle Scout

LET'S CHAT

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EDUCATION

UMass Amherst | Graduate Certificate Business Analytics | 2018 - 2020

Certificate program comprised of five Masters courses. 4.0 GPA

Bentley University | BS Marketing | 2013 - 2016

- English and Media Studies Minor
- Graduated Summa Cum Laude (3.85 GPA) at age 20.
- Honors Program