



TARA STATHAM

Marketing Manager LOS ANGELES, CA 90291, UNITED STATES

○ DETAILS ○

1515 Pacific Ave, Los Angeles, CA
90291, United States
email@email.com

PLACE OF BIRTH
San Antonio

NATIONALITY
American

DRIVING LICENSE
Full

○ LINKS ○

[Facebook](#)

[Twitter](#)

[Linkedin](#)

○ SKILLS ○

Pricing Strategies
Marketing Analytics
Promotional Campaigns
SEO Marketing
Social Media Management
Strategic Marketing
Campaign Monitoring
Big Data
Advertising Principles
Roadshows
Budgeting
Leadership
Project Management
Google AdWords
Apache
HootSuite
Buffer
AnalyticsPro2

○ LANGUAGES ○

English

Dutch

PROFILE

Experienced Marketing Manager with over a decade of proven experience in running email marketing campaigns and implementing marketing strategies, resulting in a 20% increase in qualified leads. An expert in content, social media and inbound marketing strategies backed by a Master's Degree in Business Administration.

EMPLOYMENT HISTORY

Global Marketing Manager at Red September Advertising, San Diego

October 2017 – Present

Enhanced open rate for online customer campaigns by 32% and developed four additional market territories in the Mid-West during the last 18 months.

- Establish effective working relationships with sales managers and agency team leaders to facilitate appropriate sales enablement of products and services according to market demand
- Provide feedback into product development stages to sales and distribution teams
- Coordinate product launches and roadshow demonstrations
- Develop, establish and maintain marketing strategies to meet organizational objectives
- Effectively manage the marketing, advertising and promotional activities of the organization
- Create case studies based on client testimonials
- Create marketing campaigns across multiple channels
- Responsible for all aspects of projects, meeting deadlines, time management, contingency planning, approval channels and procedures, budgeting, campaign analysis, and tracking and monitoring procedures

Marketing Manager at Gecko Advertising, San Francisco

December 2013 – September 2017

Executed a Facebook-based marketing program which resulted in a 28% increase of in leads, 30% new subscribers to weekly blog 20K unique email addresses.

- Execute and manage annual marketing exchanges for the company and its partner clients
- Instrumental in creating loyalty contests and sweepstakes to increase customer membership base
- Approve budgets for the local and regional marketing department as related to consumer events, ongoing consumer, and business-to-business marketing
- Research and coordinate multiple marketing projects simultaneously
- Daily collaboration with legal, sales, tech, PR, social media and editorial teams
- Report to National Marketing Manager regarding market analytics, consumer territories, employer brand perception, and industry trends

Assistant Marketing Manager at Take-on-time Online Shopping, San Antonio

September 2010 – September 2013

German

◦ HOBBIES ◦

Running, Gaming, Blogging

New market territories increased by an average of 25% in the last 12 months (grew organic traffic by 78% in 12 months).

- Assist senior manager in developing annual marketing plans and implementing marketing strategies to increase market share
- Project management of marketing initiatives such as developing and tracking schedules, compiling budgets, implementing quality control reviews, and delivering final product solutions
- Create marketing strategies, themes, and messaging aligned with the employer brand
- Analyze via a SWOT analysis, the client pools and industry opportunities to target marketing activities onto areas that will realize best ROI
- Manage and mentor the Marketing Coordinator and Marketing Assistant

🎓 EDUCATION

Northwestern Kellogg Institute, Evanston, IL

April 2019

Degree: Advanced Diploma in Leadership Strategies

Stanford University, Stanford, CA

February 2011 – April 2013

Degree: Master's Degree in Journalism and Social Communications

Vermont University, Montpelier, VT

April 2008 – April 2010

Degree: Bachelor's Degree in Marketing

📖 COURSES

Certified Content Marketer (CCM), Content Marketing Institute (CMI), Online

March 2015

Professional Certified Marketer (PCM), American Marketing Association, Online

October 2013

Google AdWords Certification, Google Academy, Online

April 2012 – April 2019