



Casey Moore

Marketing Executive

Profile

Innovative and impressionable Marketing Executive with over a decade of 1in-depth involvement in global campaign management strategies customized for diverse target audiences. Used to handling budgets exceeding 50 million dollars and an “old hand” at leveraging state of the art technologies aligned with current market trends in the digital and online promotional spheres. Holds an MBA via Harvard and currently completing a Ph.D. in Marketing Technologies via Stanford University currently maintaining a GPA score of 3.8.

Employment History

Senior Marketing Executive at AKA Retail Group, Charleston

January 2017 — September 2019

Designed quirky promotional scripts for advertising media used on radio and at live events resulting in instore traffic increasing by 45% during the winter months.

- Conduct an extensive SWOT analysis of the company and its competitors to identify opportunities for robust customer engagement campaigns
- Organize and oversee high profile promotional launches on behalf of the company
- Responsible for all recruitment, hiring and induction for new employees
- Write training manuals for the marketing and sales department regarding Brand Awareness and brand Improvement strategies
- Approve prototype design of all logos, graphics, and imaging to be used in promotional campaigns
- Sign off on all campaign budgets and stay abreast of each project’s financial status
- Outline action plans to capitalize o marketing opportunities after analyzing the behavior and strategies of immediate competitors
- Negotiate terms of clients, external stakeholders, and suppliers
- Monitor consistency of brand image, design, illustrations, graphics and written content across trade shows, exhibitions, social media, websites and multimedia channels

Marketing Executive at SME Advertising Genies, Southdale

January 2015 — December 2016

Created an annual marketing plan which came 30% under budget after including a new automation approach to sending news blurbs via text instead of email improving customer engagement and awareness by 40%.

- Facilitate marketing strategies for SME clients to improve brand awareness, company image and create customer purchasing intent
- Work closely with graphic designers and digital artists to create logo’s marketing material and branding for corporate gifting

Details

1515 Pacific Ave, Los Angeles, CA 90291, United States, (541) 754-3010

email@email.com

Place of birth

San Antonio

Nationality

American

Driving license

Full

Links

[Instagram](#)

[Twitter](#)

[Linkedin](#)

Languages

English

Spanish

Skills

Conversion Optimization

Onsite Merchandising

Market Dynamics

Statistical Analysis

Marketing Trends

Content Creation

Branded Campaigns

Market Dynamics

Events Marketing

Product Launches

Landing Page Optimisation

Bid Management

- Analyze the results of campaigns from sales data received by the Regional Account Executives and present findings to senior management
- Create scripts for television, Youtube and radio advertising
- Conduct market analysis based on client needs and requirements and outline a full product lifecycle campaign strategy
- Train and coach five interns every quarter

SEO

SEM

Omni Channel Communication

Junior Marketing Executive at Blue Bay Insurance, Jacksonville

January 2013 — July 2014

Spearhead the conceptualization and renovation of the in-house CRM program boosting customer satisfaction ratings from 70% to 89% within 30 days of implanting the training curriculum for all call center employees in the customer retention department.

- Introduce the company products and service offerings to clients via innovative awareness campaigns
- Source, collate and edit marketing content on par with current trends and marketing concepts
- Assist PR, Medical Sales and CRM teams with project administration and scheduling
- Execute online and offline marketing, advertising and promotion activities
- Monitor and analyze competitor performance and behavior
- Liaise with suppliers for delivery of marketing and promotional materials
- Proofread and edit content for printed advertising and website materials
- Support Product Marketing and Sales teams with user registration and subscription sign-ups on webinars and e-campaigns

Education

Master's Degree in Marketing Management and Analytics, Harvard University, Cambridge

September 2019 — Present

Course Curriculum:

- International Marketing
- Mastering Metrics
- Digital Strategy
- Data Handling and Decision Making
- Data Visualization

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

May 2018 — December 2018

Bachelors Degree in Digital Media, University of Illinois, Chicago

February 2012 — November 2014

Courses

Digital Marketing Course, Google Academy, Online

January 2018 — February 2019