

DAVID CORNELL

MARKETING SPECIALIST II

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SKILLS

Microsoft
CSS
Adobe Photoshop
Adobe Illustrator
Adobe InDesign
HTML5
Microsoft Word
Marketing

EDUCATION

Diploma in Marketing
Charmington Institute of Marketing
2009-2018
Bachelor's degree in Marketing
Bachelor's degree in Marketing
2019-2020
DECC High School Marketing
University of Michigan
2020-2021

SUMMARY

I am an experienced marketing professional with a Postgraduate Diploma in Marketing from the City & Guilds Marketing Institute. I have a proven track record in developing and implementing marketing strategies, managing budgets, and analyzing market trends. I am a creative thinker with a strong focus on data-driven decision-making. I am currently seeking a challenging role where I can utilize my skills and contribute to the success of a dynamic organization.

EXPERIENCE

Marketing Manager
ABC Company Ltd. Birmingham

2018-Present

• Developed and implemented a comprehensive marketing strategy for ABC Company Ltd., resulting in a 15% increase in sales over the past year. This involved conducting market research, identifying target audiences, and creating targeted campaigns across various channels.

• Managed the company's social media presence, increasing engagement and follower numbers by 20% through consistent posting and interactive content. This included developing a content calendar and monitoring social media trends.

Part-time Marketing Graduate for your role

• Collaborated with the sales team to develop and execute promotional campaigns, resulting in a 10% increase in lead generation. This involved creating promotional materials, managing events, and analyzing campaign performance.

• Conducted market research and competitor analysis to identify opportunities for growth and innovation. This included conducting surveys, focus groups, and analyzing industry trends. The results of this research were used to inform product development and marketing strategy.

• Managed the company's marketing budget, ensuring all activities were within budget and delivering maximum ROI. This involved tracking expenses, forecasting future needs, and reporting on campaign performance. The results of this management were used to inform future marketing decisions.

Marketing Senior
XYZ Company Ltd. Birmingham

2015-2018

• Developed and implemented a comprehensive marketing strategy for XYZ Company Ltd., resulting in a 12% increase in sales over the past year. This involved conducting market research, identifying target audiences, and creating targeted campaigns across various channels.

• Managed the company's social media presence, increasing engagement and follower numbers by 18% through consistent posting and interactive content. This included developing a content calendar and monitoring social media trends.

• Collaborated with the sales team to develop and execute promotional campaigns, resulting in a 9% increase in lead generation. This involved creating promotional materials, managing events, and analyzing campaign performance.

• Conducted market research and competitor analysis to identify opportunities for growth and innovation. This included conducting surveys, focus groups, and analyzing industry trends. The results of this research were used to inform product development and marketing strategy.

• Managed the company's marketing budget, ensuring all activities were within budget and delivering maximum ROI. This involved tracking expenses, forecasting future needs, and reporting on campaign performance. The results of this management were used to inform future marketing decisions.

• Collaborated with the sales team to develop and execute promotional campaigns, resulting in a 10% increase in lead generation. This involved creating promotional materials, managing events, and analyzing campaign performance.

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Pasquale De Marco



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The Resume Handbook Pasquale De Marco,2025-08-11 The Resume Handbook is your essential guide to landing your dream job With its expert advice and practical tips you ll be able to create a resume and cover letter that will impress potential employers and help you achieve your career goals In this comprehensive guide you ll learn how to Write a resume that highlights your skills experience and accomplishments Craft a cover letter that will make you stand out from the competition Network effectively to build relationships and find job opportunities Interview with confidence and answer questions effectively Negotiate salary and benefits to get the best possible offer Whether you re a recent graduate a career changer or an experienced professional The Resume Handbook has something for you This book covers everything from writing a compelling resume objective to tailoring your cover letter to specific jobs You ll also learn how to use social media for professional growth join professional organizations and seek referrals and introductions With its clear instructions practical advice and real world examples The Resume Handbook is the ultimate resource for anyone who wants to land their dream job Don t let a weak resume or cover letter hold you back from achieving your career goals Order your copy of The Resume Handbook today and start creating a resume and cover letter that will get you noticed If you like this book write a review

The Job Tree: Winning Your Next Job Lee Smith,2021-02-24 Winning a new job can be a challenge Jobs are changing worldwide Technological change globalization and economic disruptions like recessions all have an impact Workforces are becoming increasingly mobile with frequent job changes This book will help you develop the skills and documents for successful job hunting It provides expert advice resources and support It also helps you develop your resum social media bio and interview skills The book contains step by step guidance and tips on how to handle the complex field of job searching The Job Tree will help you win your next job

Kick Start Your Career Lee Smith,John van Genderen,2018-03-30 For new graduates the key challenge remains how to secure that first career related job Full of guidance and tips on how to handle the complex field of job hunting Kick Start Your Career can help navigate an ever changing job market and secure your chance at your desired career It is a

valuable investment in your future It advises the reader on how to stand out in job applications use social media for job searching create resumes and cover letters that stand out succeed at interviews It provides a practical hands on step by step approach With an integrated Personal Plan that helps create key job search documents it directs soon to be graduates towards achieving their career aspirations Accompanying online resources include examples and templates which can be downloaded in Word format to help you prepare resumes and other job search documents This book will help graduates progressively build up job hunting resources skills achievements resume cover letter and interview responses and turn this into a practical outcome a new job It is a key companion to any student or recent graduate exploring the job market The Hottest Resumes on Earth Pasquale De Marco, 2025-05-02 This book covers everything you need to know about resume writing from the basics to more advanced topics like keyword optimization and resume design Whether you re a recent graduate or a seasoned professional this book has something for you We ll show you how to write a resume that will highlight your skills and experience and help you land the job you want In this book you ll learn how to Write a strong objective statement Highlight your skills and experience Quantify your accomplishments Use keywords to get noticed Proofread and edit your resume Avoid common resume mistakes Tailor your resume to each job you apply for And much more The Hottest Resumes on Earth is the only resume writing guide you ll ever need With its expert advice and easy to follow instructions you ll be able to write a resume that will get you noticed and land you the job you want Don t wait another day to start your job search Order your copy of The Hottest Resumes on Earth today If you like this book write a review on google books

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Davis,2012-03-19 Having an outstanding resume will make all the difference in your job search This book will give you the resume help you need so that you can either write your own using the resume tips resume templates resume outline and resume samples provided in this book or outsource the work with the advice provided about professional resume help and the resume builder online Plus get additional tips on the best resume format the resume objective and sample cover letters

Business and Professional Writing: A Basic Guide, Third Canadian Edition Paul MacRae,Joel Hawkes,Laura Fanning,2025-03-19 Write with Clarity Communicate with Confidence Business and Professional Writing is a book that practices what it preaches The authors deliver direct engaging guidance on workplace communication with a friendly no nonsense approach The book provides realistic examples and practical strategies to ensure clarity concision courtesy correctness and positivity in every message The text offers guidelines and templates for business correspondence reports promotional materials job searching and oral presentations and covers style editing document design information security and ethics Exercises guide students through the process of creating and revising each genre and helpful tips reminders and suggested resources appear throughout **Business and Professional Writing: A Basic Guide, Third Edition** Paul

MacRae,Joel Hawkes,Laura Fanning,2025-09-04 Write with Clarity Communicate with Confidence Business and Professional Writing is a book that practices what it preaches The authors deliver direct engaging guidance on workplace communication with a friendly no nonsense approach and realistic examples and practical strategies ensure clarity concision courtesy correctness and positivity at every turn The text offers guidelines and templates for business correspondence reports promotional materials job searching and oral presentations and covers style editing document design information security and ethics Exercises guide students through the process of creating and revising each genre and helpful tips reminders and

suggested resources appear throughout

4 Pillars: Creating a Life on YOUR Terms Geoff Smith,2022-05-21 What does it feel like to create a life on your terms Where your health relationships finances and mindset are all supercharged with positive momentum and intent The 4 Pillars offers a template on how to shape your life towards fulfilment in these areas where you learn to master your health take control of your relationships grow your finances and develop a clear and positive mindset The 4 Pillars is your roadmap to a better life

Unleash Your Personal Brand Farooq haque,2023-07-25 Unleash Your Personal Brand Master the Art of Personal Branding for Academic and Professional Success is your gateway to a world where personal branding reigns supreme This transformative journey will empower you to discover the essence of personal branding and its profound impact on your academic and professional path Learn the essential components of personal branding from crafting your unique brand identity to harnessing the power of storytelling and establishing a strong online presence Unlock the secrets of networking thought leadership and showcasing your skills while building a solid support system along the way Discover the strategies to manage and evolve your personal brand navigate job searches and interviews and leave a lasting reputation and legacy Be inspired by captivating case studies of renowned individuals like Serena Williams Elon Musk Beyonc and more who have leveraged personal branding to achieve extraordinary success Join us on this exhilarating adventure and unlock the full potential of your personal brand Prepare to make an indelible mark in the academic and professional world like never before Your journey starts now

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Resume Mastery Rosalind Kincaid,AI,2025-02-28 Unlock your career potential with Resume Mastery a comprehensive career guide designed

to transform your resume from a mere summary into a powerful marketing tool This book delves into the evolution of resumes highlighting how they've transitioned from simple qualification lists to sophisticated branding documents Understand the critical role of Applicant Tracking Systems ATS and learn how to strategically incorporate keywords to enhance your resume's visibility Discover how tailoring your resume is key to making a strong first impression and securing interviews in today's competitive job market directly influencing your long term career trajectory The book takes a step by step approach starting with the fundamentals of effective resume writing including formatting language and content selection It then progresses through various resume types and the art of crafting compelling accomplishment statements A unique aspect of this book is its focus on the psychological elements of resume creation exploring why certain elements resonate more effectively with recruiters Resume Mastery not only provides the how but also the why behind resume best practices supported by industry data case studies and insights from recruiters Equip yourself with the knowledge and tools needed to create a resume that not only showcases your skills and experience but also aligns with your career goals ultimately leading to job search success and salary negotiation advantages

Knock 'em Dead Resumes Martin Yate, 2016-11-04 Expert advice on building a resume to get the job you want Your resume is the most important financial document you'll ever create When it works so do you Drawing on more than thirty years of experience bestselling author Martin Yate shows you how to write a dynamic effective resume that Stands out in a resume database Builds a strong personal brand employers will want on their team Passes recruiters six second scan test Speaks to exactly what employers are looking for The new edition of this classic guide includes dozens of sample resumes as well as cutting edge advice on resume writing tactics With Knock em Dead Resumes 12th Edition you'll grab employers attention and score the job you want

You're Hired Harry Nnoli, 2013-09-30 YOU'RE HIRED guides young professionals toward making the best of job interviews It recognizes that a candidate's qualifications can get him or her through the interviewer's door but securing the dream job requires much more This book provides the three key strategies for getting hired It shows how to identify the strongest qualities a candidate has for any job interview and additionally provides the most appropriate responses to typical job interview questions This material comes with practice worksheets to help the candidate apply the key learning of the book and position him or her perfectly for the next dream job

Celebrating Your Journey, Lifeskills in Synergy Sharon L. Benedict Ms Acc, 2011-11

Building Your Career in STEM Angela Ziebell, Rebecca Yee, 2024-12-04 Are you a science student wondering how to turn your degree into a fulfilling career Or are you a recent graduate struggling to navigate their options in the post degree world Well this book is your ultimate roadmap to success With practical tips for developing your skills building your network and standing out in a crowded job market you'll be well on your way to a rewarding career in no time This book aims to support all students and graduates in the STEM subjects seeking employment and navigating their first few years in the workplace From finding employment and CV and cover letter writing to networking and improving

employability this book covers the essential skills that you need to kickstart your career Also included are helpful insights from successful graduates working in a variety of different careers and more seasoned professionals imparting their hard earned wisdom and more importantly outlining what employers are most looking for in science and technology graduates and how you can maximise your appeal to potential employers and plan for a future beyond university Start building a successful career in STEM by crafting your own professional profile with the help of this book

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