

MICHAEL HARRIS

Digital Marketing | SEO | SEM | Content Marketing

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PROFESSIONAL SUMMARY

Results-oriented marketing professional with over 5 years of experience in digital marketing, brand strategy, and content creation. Proven ability to drive brand growth, increase online engagement, and deliver data-driven results. Expert in utilizing digital tools and analytics to optimize marketing campaigns and achieve business objectives.

WORK EXPERIENCE

Marketing Manager

XYZ Corporation, Sydney, NSW

January 2022 – Present

- Lead a team of 5 in creating and executing digital marketing strategies across multiple platforms, including social media, SEO, and email campaigns.
- Achieved a 35% increase in website traffic and 50% boost in social media engagement within the first year.
- Managed a marketing budget of \$200,000, ensuring maximum ROI through cost-effective advertising strategies.

Digital Marketing Specialist

ABC Solutions, Melbourne, VIC

June 2018 – December 2021

- Developed and executed SEO and SEM strategies that increased organic search traffic by 25%.
- Created and managed Google Ads and Facebook Ads campaigns, resulting in a 20% increase in qualified leads.
- Produced engaging content for blogs, newsletters, and social media platforms to attract target audiences.

EDUCATION

Bachelor of Marketing

University of Sydney, Sydney, NSW

Graduated: 2018

SKILLS

- Digital Marketing Strategy, SEO & SEM, Google Analytics & SEMrush
- Social Media Marketing, Content Creation & Copywriting, Budget Management, Data Analysis

CERTIFICATIONS

- Google Analytics Certified
- Facebook Blueprint Certification
- HubSpot Inbound Marketing Certification

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Ying Liu



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Summary Report of the Contract Administration Techniques for Quality Enhancement Study Tour (CATQUEST)
,1994 **Quality, Warranty and Preventive Maintenance** Izzet Sahin,Hakan Polatoglu,2012-12-06 Quality Warranty and Preventive Maintenance examines the impact of product quality on warranty and maintenance costs and strategies from the perspectives of both manufacturers and users In addition the theories of warranty and preventive maintenance are introduced and discussed Common wisdom supports the notion that better product quality means lower warranty costs for the manufacturer and lower maintenance costs for the users of a manufactured product This proposition is examined in some detail on the basis of failure time models The authors investigate what exactly better quality means in warranty and maintenance management and how it impacts warranty policies and costs for the manufacturer and replacement and maintenance strategies and costs for the users In measuring quality improvement the main concepts and tools used are those of stochastic ordering and mixture models The theoretical base of the work is a time varying failure rectification process This process includes as special cases replacement minimal repair and imperfect repair as alternative rectification modes that may be available to the manufacturer or the user in warranty servicing or maintaining a product In addition to serving as a unifying base for the entire monograph the use of this process enables one to investigate jointly optimal repair effort warranty policy and repair effort maintenance strategy configurations for repairable units This book should be of interest to researchers in industry and academia and to quality warranty and maintenance professionals specialists and managers with a technical background It is suitable as a textbook to support graduate level seminar courses in OR MS IE and business administration curricula **Drafting Effective Contracts: A Practitioner's Guide, 3rd Edition** Dodd, Feldman, Nimmer,2019-12-17 The professional s favored tool for over a decade this backbone reference provides a comprehensive set of drafting elements that can be used from contract to contract Move step by step through the contract creation process from conducting the initial client meeting to closing the deal with detailed discussions of the eleven essential drafting elements parties recitals subject consideration warranties and representations risk allocation conditions performance dates and term boilerplate and signatures A favorite reference tool for professional drafters for over a decade Drafting Effective Contracts combines a clear analysis of how effective agreements are structured with a practical breakdown of the essential elements of any contract giving you the best way to draft contracts This completely updated practical reference guide presents a consistent structural analysis and a comprehensive set of drafting elements that can be used from contract to contract You are led step by step through the process by which contracts are created given clear sample contract provisions and offered direction around the obstacles that may be encountered in drafting agreements for goods and services promissory notes guaranties and secured transactions Drafting Effective Contracts provides a complete handbook for drafting legal agreements that work For starters you get a practical and comprehensive approach to the overall contract process from

conducting the initial client meeting to closing the deal You ll find a detailed discussion of the 11 drafting elements that every contract may have Parties Recitals Subject Consideration Warranties and Representations Risk Allocation Conditions Performance Dates and Term Boilerplate Signatures After you get a solid explanation of these essential elements and how they re assembled to create effective contracts you get key strategies for negotiating the agreement and closing the deal You get an overview of the legal concepts that underpin various types of agreements such as promissory notes guaranties security agreements and agreements for the sale of goods and services Then you ll see how to apply the drafting elements to create the finished contract You also get an array of sample agreements and contracts as well as statutory material Only Drafting Effective Contracts combines the best benefits of a forms book and a treatise to give you the most complete tool for building effective legal agreements

Product Development and Design for Manufacturing John Priest, Jose Sanchez, 2012-04-16 Outlines best practices and demonstrates how to desgin in quality for successful development of hardware and software products Offers systematic applications failored to particular market environments Discusses Internet issues electronic commerce and supply chain

Transportation Acquisition Circular (TAC) 97-02 Summary of Items, June 25, 1997, 1997

Shapo on the Law of Products Liability Marshall S. Shapo, 2012-10-22 A proliferation of lawsuits involving sport utility vehicles defective tires medical devices and drugs and asbestos abounds Public attention to products liability cases is at an all time high and awards routinely run into the millions of dollars When developing a strategy in this high stakes world attorneys can t afford to have anything other than the best information and insight into this evolving area of law Lawyers need practical tools to assess a products liability case s potential and build their approach and Shapo on the Law of Products Liability provides the tools to give you the winning edge Through a holistic analysis of the law and its principal developments as witnessed in hundreds of cases this treatise gives litigators a wide variety of perspectives on potential strategies and the tools to support those strategies with persuasive arguments This authoritative two volume work will enable you to Assess products liability case potential and build sound litigation strategies Dig deep into products liability law to build creative approaches to litigation Craft a winning case and reap the greatest reward for your clients Find the tools and information to support strategies with persuasive arguments Both federal and state courts contribute a rich mix of decisions to products liability law which covers both consumer products and occupational hazards This indispensable resource for the products liability practitioner helps you prepare your case Is the product defective Who is liable What is the manufacturer s responsibility Who can be sued What kind of awards may be realized How might this be defended Shapo on the Law of Products Liability also includes coverage of Asbestos litigation Chinese drywall Food and drug Medical devices Design manufacturing defects claims Punitive damages Discovery rule Up to date analysis and commentary History and background on products liability law Damages Advertising material Packaging Marshall S Shapo the Frederic P Vose Professor at Northwestern University School of Law is a nationally recognized authority on torts and products liability law

Successful Contract Administration Charles W. Cook, 2014-11-27 The success of every construction project begins with reading and understanding the contract Contract Administrators and Project Managers for all parties in the construction process must realize the major impact their actions have on cost schedule and quality in relation to the contract terms and conditions Written in a clear and accessible way from a Constructor s perspective Successful Contract Administration guides the student through the critical issues of understanding contract law and obligations for effective project execution Through examples exercises and case studies this textbook will Improve knowledge and comprehension of key contract elements Help the student apply knowledge to real case scenarios Improve the student s ability to analyze and create different scenarios for success Evaluate critical issues of responsibility and ethics in relation to contract administration The text is supported by a companion website featuring additional resources for both students and instructors Resources for the student include additional case studies links to useful websites video commentary and interviews for increased understanding of important chapter material true false sample quiz questions and a flashcard glossary to reinforce comprehension of key terms and concepts Additional instructor material includes a testbank of questions including true false multiple choice and sample essay questions website links to contract documents and PowerPoint slides [InfoWorld](#), 1989-05-29 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects [Summary of Legislation](#), 2001 **InfoWorld**, 1990-05-07 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects **How to Write the Perfect Federal Job Résumé & Résumé Cover Letter** Melanie Williamson, 2011 Accompanying CD ROM contains sample resumes and cover letters and several PDFs from USAJOBS gov **InfoWorld**, 1991-03-11 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects **InfoWorld**, 1988-12-12 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects [FTC News Summary](#), 1967 *InfoWorld*, 1990-08-06 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects [InfoWorld](#), 1988-04-25 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects *InfoWorld*, 1988-04-25 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects **State Consumer Action: Summary** U.S. Office of Consumer Affairs, 1975 **Writing Resumes and Cover Letters For Dummies - Australia / NZ** Amanda McCarthy, Kate Southam, 2015-05-04 Practical tricks for standing out from the crowd and getting the job you want in the Australian and New Zealand market Applying for jobs in today s tight job market can seem like an overwhelming process Competition is fierce and employers expect more than ever before from

job applicants With unemployment and redundancies rising it s simply not a good time to be looking So how do make yourself stand out Writing Resumes and Cover Letters For Dummies Second Australian New Zealand Edition shows you how to catch a recruiter s attention Presenting a wealth of sample resumes and cover letters this handy easy to use guide shows you how to write a killer cover letter format your resume for online use use social networking to your advantage and tailor your resume and cover letters for specific positions and companies Designed specifically for job hunters in Australia and New Zealand Offers practical tips and advice on crafting a great resume and a perfect cover letter for any kind of position Includes advice on addressing government selection criteria Features ten ways to turn off a recruiter and ten tips for the perfect presentation No matter how tough the job market is a great resume and cover letter combination will help you get the attention you deserve Writing Resumes and Cover Letters For Dummies gives you all the tools and tips you need to get noticed and get your dream job Summary Guidelines for Technology Procurement in Health Care Institutions Alliance for Engineering in Medicine and Biology,1977

Resume Template Deal Warranty Book Review: Unveiling the Magic of Language

In an electronic era where connections and knowledge reign supreme, the enchanting power of language has become more apparent than ever. Its capability to stir emotions, provoke thought, and instigate transformation is really remarkable. This extraordinary book, aptly titled "**Resume Template Deal Warranty**," compiled by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound effect on our existence. Throughout this critique, we shall delve in to the book is central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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