



# ROBERT DEMITRY

MARKETING MANAGER

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## EDUCATION

### M.S. MARKETING

Fordham University, Bronx, NY 2013 - 2015

### B.S. MARKETING

Concordia University, Ann Arbor, MI 2009 - 2013

## RELEVANT SKILLS

Google Suite

Microsoft Office Suite

Salesforce

Microsoft Dynamics

Google Adwords

Constant Contact

Product Development

Customer Acquisition

Data Analysis

## RESUME SUMMARY

Marketing manager with 6+ years of experience in home appliances and cosmetics environments. Proven record in managing product launches that increase brand awareness and sales. Personally recruited and trained 30+ marketing and sales specialists, improving overall sales targets by 24%, and directed the launch of 12 new product lines with total annual revenue of \$1.3 billion

## PROFESSIONAL EXPERIENCE

March 2018 - Present

### Marketing Manager

*L'Oreal, New York, NY*

- Developed new promotional campaign by bundling products together, increasing sales revenue by 13% with projected year-on-sales growth of \$400K
- Negotiated new contracts with vendors, saving the marketing budget \$120K annually
- Recruited and trained 30+ marketing and sales specialists, improving overall sales targets by 24% while maintaining 86% in employee retention despite COVID-19 pandemic
- Directed the launch of 12 new products lines, with total annual revenue of \$1.3B
- Referenced 3 times in news articles for exceptional advertising campaigns

December 2015 - February 2018

### Marketing Associate

*Panasonic, Farmington Hills, MI*

- Worked Managed all corporate marketing functions with total budget of \$2M, including brand management, product launch, advertising, marketing collateral, and social events
- Led design of new packaging that utilized cheaper and environmentally friendly materials, saving \$50K in production costs annually, and earning the Green Award from Panasonic International
- Established new social media team including content developers, SEO specialists, and media technicians, growing company web presence and global brand awareness by 34%
- Expanded home appliance line category, increasing revenue by \$2M annually

