

PROFESSIONAL EXPERIENCE

Field Sales Specialist » Lumen Technologies // Seattle, WA

2025 – 2026

- » Sold Quantum Fiber Door-to-Door and in my first full month of sales I far surpassed sales expectations of 1.25 sales per day by over 25% and consistently met that metric
- » I repeatedly suppressed monthly KPIs through active listening and focusing on solution-selling for Seattle residents. By refining my pitch, handling objections confidently, and maintaining a high-energy approach, I contributed to team sales goals
- » My success came from combining product knowledge with a customer-first mindset that made decisions feel simple

Marketing Manager & Content Creator » AltRider (Design and manufacture premium motorcycle accessories) // Seattle, WA

2021 – 2025

- » Generated 18% growth domestically in 2023 & 14% growth internationally in 2024 by introducing the AltRider brand to new customers and engaging with existing customers and resellers
- » Exponentially increased video production and built a production studio after convincing key stakeholders to invest in video education and entertainment
- » Increased sales with existing customers via targeted emails and promotions
- » Grew email subscribers nearly 20% in 2023 by providing targeted and entertaining content
- » Manage social media specialist and all planning aspects of marketing channels including strategy, budget, execution, analysis, and optimization
- » Craft rich and story driven product videos, installation guides, and product photos, & copy that tells customers AltRider is a premium brand with premium products. Typically releasing 3–6 videos monthly

Freelance Digital Marketer & Designer // Seattle, WA

2020 – 2021

- » Created unique marketing materials & designs, including print & online advertising, product & business logos, email campaigns, illustrations, catalogs, and apparel designs

Marketing & Operations Manager » AltRider (Design and manufacture premium motorcycle accessories) // Seattle, WA

2017 – 2020

- » Generated a blended average of 239% increase in followership and 87% increase in engagement for social media channels including Instagram and Facebook
- » Built excitement and education around motorcycle accessories via email, social media, and digital advertising
- » Increased brand visibility by building relationships with industry-leading social media influencers and product advocates
- » Created targeted email marketing to promote customized offers for 10K+ subscribers

Project Manager & Lead Designer » Ian Ryan Interactive (Production for education, video, and broadcast) // Des Plaines, IL

2011 – 2017

- » Led 2-5 person teams through a variety of projects, including video, audio, and online learning management systems, from inception to completion with a defined scope and timeline of project to meet clients' needs
- » Tracked progress to ensure 90% of projects are completed on-time and within budget
- » Coordinated between internal resources, clients, third parties, and vendors for seamless project completion
- » Managed around 20 client communications and relationships during each step of project's progression
- » Designed graphics and other supporting materials needed for videos, interfaces, and learning management systems

EDUCATION

Bachelor of Arts

Columbia College Chicago // Chicago, IL

Art and Design, Photography concentration