**[Social Media Account Manager](https://www.postjobfree.com/resume/adzmqf/social-media-account-philadelphia-pa)**

**Location:**Philadelphia, PA

**Posted:**September 11, 2023

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**Resume:**

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Awards

4th Quarter 2019 100K Club

3rd Quarter 2019 100K Club

3rd Quarter 2018 1st Place: Highest Revenue

2nd Quarter 2018 100K Club

4th Quarter 2017 1st Place: Most Marketing Products Sold

4th Quarter 2017 100K Club

3rd Quarter 2017 100K Club

2nd Quarter 2017 1st Place: Most Marketing Products Sold

1st Quarter 2017 1st Place: Most Marketing Products Sold

4th Quarter 2016 2nd Place: 2nd Most Marketing Products Sold

4th Quarter 2014 2nd Place: 2nd Most Marketing Products Sold

Salute to the Stars Award Winner 2012-2020

Inner Circle Award Winner 2008-2011

Awarded the Hope Academic Scholarship 1997

Tennis Regional Finalist 1997

Tennis High School Team Captain 1997

Employment

Cumulus Media – Wilkes Barre, PA

2022-Current

-Radio/Digital Account Executive responsible for new business, key account growth, account management.

- Copy writing content for radio advertising and digital advertising.

- Radio voice over for commercial copy for many different types of businesses.

- Account Executive of larger accounts such as Scranton Wilkes Barre RailRiders, QC Kinetics, PA Lottery, local government accounts such as 911 and recycling. Experience working with local businesses and agencies.

- Hired to bring a tenured digital sales rep to the sales team. Digital sales grew from 10% overall revenue to 20% overall revenue between March 2022 to current day. Remaining revenue was radio sales and none traditional revenue through promotions, live action broadcasts, etc…

- Social Media Marketing, Google Ads, Organic Rank, Directory Management, Hosting, SSL Cerficates, SEO, SEM

Hibu – Scranton, PA

2021-2021

-Responsible for prospecting new business and assisting with company growth through digital marketing.

-Managing full service SEO solutions consisting of Google Ad Words, Organic SEO, Social Media Marketing, Display advertising, and local directory management

Web.com/Network Solutions - Drums, PA

2012-2021

Business Account Manager

- Social Media Marketing, Google Ads, Organic Rank, Directory Management, Hosting, Domain Registration, VPN, SSL Certificates, SEO, SEM

- Responsible for managing hundreds of accounts ranging from small local businesses to large corporate companies. (Ex: Sleepy's Mattress Company)

- When Web.com acquired Network Solutions I was recruited and asked to return to the sales department after outsourcing the sales department was not successful.

- Responsible for helping businesses grow their online presence through SEO. (Ex: Organic SEO, PPC Campaigns, and Social Media Marketing)

- Consistently exceeding sales goals and became the top sales agent within the company multiple times, and finishing in the top tier consistently.

Rock ‘n’ Roll Fantasy (Book) – Published November, 2020

- Published author covering content of Paul Rodgers career spanning from Free to Bad Company and all solo activity. My story of meeting the rock ‘n’ roll legend along side other stories from famous musicians and their thoughts and experiences with Paul Rodgers music. Page 319.

Direct Energy - Forty Fort, PA (was recruited by Web.com/Network Solutions to return)

2012-2012

Business Account Manager

- Responsible for educating clients on their choice of electrical suppliers and enrolling them into lower electric rates for savings.

- Started as outside sales rep and promoted to inside sales rep within my first week by immediately becoming a top seller.

- Exceeding goals of 36 sales a week by producing, on average, between 80-90.

- Offered promotion to move to the Commercial Sales department.

Network Solutions - Drums, PA

2007-2012

Business Account Manager

- Social Media Marketing, Google Ads, Organic Rank, Directory Management, Hosting, Domain Registration, VPN, SSL Cerficates, SEO, SEM

- Responsible for assisting clients to establish and maintain an online presence.

- Responsible for managing hundreds of accounts ranging from small local businesses to large corporate companies.

- Promoted from Sales Specialist to Account Executive to Business Consultant.

- Monthly quotas of $50,000 were exceeded on a regular basis resulting in multiple Inner Circle Awards.

Accu-Auto - Norcross, GA

2004-2007

Business Account Manager

- Started in customer service and promoted to Sales Assistant.

- Played an integral part in expanding company's territory into Texas, Louisiana, North Carolina, Tennessee, and Mississippi.

- Responsible for product sales in two states, and increased sales in both states through sales conventions and phone sales.

- Responsible for training new employees.

The Bowmen – Nottingham, England

1999

-While taking a 6 month break from college to spend time over seas and living with family I poured pints in the local pub.

American Hole 'n' One - Buford, GA

1996-2003

Shipping Coordinator

- Head of the Shipping Department.

- Responsible for planning and executing shipments throughout the United States, Canada, and the United Kingdom.

- Responsible for training new employees.

Education

Bachelor of Business Administration with a concentration in Business Marketing

North Georgia College & State University, Dahlonega, GA

Awarded the Hope Academic Scholarship

1997-2003