**[Social Media Business Development](https://www.postjobfree.com/resume/adzlzp/social-media-business-philadelphia-pa)**

**Location:**Philadelphia, PA

**Posted:**September 10, 2023

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**Resume:**

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PROFESSIONAL SUMMARY

Proven professional offering reliability and adept problem-solving, primed to excel in challenging scenarios through strategic planning, revenue generation, and effective communication. Notable roles encompass Quality Management Specialist at ALNET, orchestrating process enhancements and compliance, and International Business Development Manager at ARX.NET, delivering substantial revenue escalation and pivotal partnership acquisitions. SKILLS

• Strategic planning • Revenue generation • Time management

• Team leadership • Communication • Adaptability

EXPERIENCE

Quality Management Specialist February 2020 - July 2021 ALNET - American Laboratory Network Tirana, Albania

• QC Process Optimization: Proficient in enhancing lab network QC processes.

• Standards Compliance: Ensured adherence via audits and SOPs.

• Efficiency Facilitator: Driven cross-functional collaboration for streamlined operations.

• Training and Quality Advocate: Led continuous improvement through training.

• Operational Expertise: Demonstrated precision in maintaining accurate operations. International Business Development Manager August 2017 - January 2020 ARX.NET Thessaloniki, Greece

• Drove 23% Revenue Growth: Expanded international presence, boosting revenue by 23%.

• Secured Key Partnerships: Closed 6 vital international deals.

• Informed Decision-Making: Conducted impactful market trend analyses.

• Global Network Builder: Cultivated strong global relationships.

• Effective Cross-Functional Leader: Ensured seamless international market entry. Account Manager January 2017 - July 2017

ARX.NET Thessaloniki, Greece

• Client Revenue Growth: 15-25% increase in existing client revenue.

• Client Retention Rate: Maintained an 85-90% retention rate.

• New Client Acquisition: Secured 5-10 new clients annually.

• Cross-Selling/Upselling: Achieved 10-15% revenue growth from upselling.

• Customer Satisfaction: Maintained a 90%+ satisfaction rate. Career Office Intern September 2016 - December 2016 ACT - American College of Thessaloniki Thessaloniki, Albania

• Workshop Support: Assisted career workshops for student engagement.

• Resume Help: Aided students with resume and cover letter improvement.

• Event Coordination: Supported networking events for student-professional connections.

• Online Management: Managed career social media for resource sharing.

• Appointment Scheduling: Scheduled student-advisor appointments. Digital Marketing Intern February 2015 - August 2016 The HeadHunter Ltd. Tirana, Albania

• Content Creation: Developed engaging digital content for various platforms.

• Social Media Management: Assisted in managing and scheduling social media posts.

• Analytics Tracking: Monitored and reported on digital campaign performance.

• SEO Support: Contributed to optimizing website content for search engines.

• Campaign Coordination: Assisted in organizing and executing digital marketing campaigns. EDUCATION

Bachelor of Science (B.S.) - Business Management May 2023 Adelphi University, Garden City, NY

Bachelor of Science (B.S.) - Finance June 2019

ACT - American College of Thessaloniki, Thessaloniki, Greece LANGUAGE

Native

Albanian

Fluent

English

Fluent

Italian

Fluent

Turkish

Intermediate

Greek