**[Business Development Web Design](https://www.postjobfree.com/resume/ad2nhh/business-development-web-dundalk-md)**

**Location:**Dundalk, MD

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**Resume:**

INAYA S. TAMBA

2910 Dunleer Rd., Dundalk, MD 21222 • Mobile: 410-530-0111 • Email: inayastamba@gmail.com OBJECTIVE

Highly motivated, knowledgeable, well-organized, and results driven professional to secure a position with your company or organization as a Web Designer/Developer, other key role in Brand Management, e- Commerce, Business Development, or as applicable, utilizing my skills, training, expertise, education, and experience

SUMMARY OF QUALIFICATIONS

§ Over 8 years’ experience in web design, marketing, branding, sales, and providing uncompromising highest standards in the web design and development, movie theater, fitness/instruction, retail, and photography industries, assisting both internal and external customers in determining the scope of their product/service requirements and preferences, developing and offering intelligent options customized to individual or situational needs, assertively negotiating pricing and terms, and resolving issues to customers’ complete satisfaction

§ Knowledgeable, familiar with and/or possesses practical experience revamping stagnant websites with innovative design, mindful of clients’ essential messaging, competition, etc., facilitating easier access to sites, as well as the ability to track potential customer inquiries for subsequent conversion into sales, with an overriding focus on driving top-of-mind awareness, prospects, increased profits, and client retention

§ Establishes rapport quickly with diverse, multicultural customer populations, forging new or enhancing existing business relationships based upon mutual trust, confidence and integrity

§ Strong communications, analytical, detail-oriented, and problem-solving skills

§ Multitasks effectively and efficiently, learns new systems quickly, and completes multiple assignments, running simultaneously, on time or ahead of tightly scheduled, critical deadlines

§ Leverages technology to enhance productivity, Windows, iOS, MS Office, WordPress, Square Space, Shopify, Adobe Photoshop, Internet research, and more

§ Utilized as a knowledgeable and respected resource, highly regarded and relied upon by principal owners, all levels of management, peers, and customers/clients, the “go-to” professional, to provide sound judgment and well-informed decision making to complex web design/development, technical digital photography logistics, customer relationship building, as well as client relations issues, through the formulation and implementation of effective strategic planning, often when others cannot PROFESSIONAL EXPERIENCE

11/22 – Pres. Owner/Photographer

Inaya S. Tamba Photography, Dundalk, Maryland

§ Created the startup business with over 5 years of developing progressive photography expertise

§ Continually markets to and develops a loyal portfolio of clients with recurring contracts, starting with no customers in 2022 and accumulating 30 clients, predominantly requiring portrait photography, but also contracting for wedding photography, birthday parties, for other private and corporate functions, real estate, as well as product photography for inclusion onto clients’ ecommerce websites

§ Proficient with conventional SLR and digital photography (DSLR), including proficiencies using Adobe Photoshop to optimize final image results

§ Proficient processing photos in specific formats required by real estate professionals 04/22 – 09/23 Photographer

Irvin Simon Photography, Owings Mills, Maryland

§ Assigned to customers throughout the greater Baltimore area to photograph individuals involved in businesses, school-age children and their families (including graduation portraits), and seniors, marketing and selling a variety of professional photography packages, customized per customer specifications, and more

§ Negotiates pricing options, securing agreements, and collecting payments

§ Performs troubleshooting of camera and camera/computer equipment and repairs or ships equipment to technician to resolve problems of a more complex nature

§ In-charge of inventory management, reporting surpluses and deficiencies to principal owners, and places orders for restocking a wide range of supplies INAYA S. TAMBA RESUME, PG2

12/17 – Pres. Nanny

Private Clients, Gaithersburg/Baltimore, Maryland

§ Most recently responsible for monitoring and providing special care for the family’s child, beginning with such care as a newborn infant to, currently, as a 1-year-old

§ Experienced providing nanny services to families with infants, toddlers, and/or teenagers, continually ensuring children’s progressive learning development, with an overriding focus on their safety and well-being, highly adaptive to various family configurations, lifestyles, and dynamics

§ Functions in a full-time capacity, predominantly, reading books, playing learning games, preparing and serving meals, performing light housekeeping, as well as providing snacks throughout the day, especially her parents’ directives

§ Provides transportation from school to home, regularly, assisting children in preparing for dinner, as well as playing a major role in reviewing classroom coursework, assisting with homework/tutoring, and ensures that all homework is completed for next-day school classes 10/21 - 04/22 Customer Service Representative / Cashier IKEA, White Marsh, Maryland

§ Greeted customers upon entering the store and assisted them in requests to locate hard-to-find items, suggesting additional merchandise that logically would complement the item they were looking for

§ Cashed-out customers’ orders using cash registers and credit card readers, returning exact change, as needed, and maintaining balanced drawers at all times

§ Processed all purchases accurately as well as return merchandise with reimbursements or exchanges

§ Trained new personnel upon manager requests, cross-training individuals to develop multiple proficiencies as required of the position, monitoring activities for quality, expediency, the safety, and professional interactions with customers, consulting with upper management for new employee status/progress reports

§ Assisted in-store customer with product assemblies and supplied component parts replacing the original components that did not fit according to directions

§ Consistently met and/or exceeded all corporate and customer expectations 10/16 -10/21 Crew Member - Kids Academy

Lifetime Athletic, Gaithersburg, Maryland

§ Supervised children between the ages of 3 months to 12 years, continually ensuring their safety and well-being

§ Alternately functioned between that of an instructor, creating lesson plans as part of a team, teaching academic and physical education classes, monitoring babies and toddlers, otherwise functioning in an administrative role, answering calls and receiving visitors at a front desk, providing tours to new prospective customers with explanations on facility features and benefits

§ Initiated, designed, and developed digital promotions for the facility/business on a personal social media page

11/15 - 10/16 Crew Member

AMC Theater, Gaithersburg, Maryland

§ Manned the concession stand and cast-out customers’ orders of food, snacks, and beverages using credit card readers and cash registers

§ Facilitated ticket sales to moviegoers, providing necessary information regarding show times and providing directions to individual theaters

EDUCATION, TRAINING & ACHIEVEMENTS

General Studies/Professional Photography (course studies), 2017 - 2023 Community College of Baltimore County, Dundalk, Maryland Diploma, 2015

Graduated with Honors GPA: 3.5 Honor Roll

Dundalk High school, Dundalk, Maryland