

ALEX R. CONROY

909.999.9999 | email.alex@spqr.com | LinkedIn: AR

SENIOR MARKETING COMMUNICATIONS MANAGER

Creative and technologically marketing and communications professional with 18 years of progressive experience across a broad range of marketing functions and diverse industry segments. Proven ability to coordinate, initiate, execute, and manage business success with well-developed project management and leadership qualities to support go-to-market efforts, product launches, and branding/retailing initiatives, positioning companies and products for success. Areas of expertise include:

- | | | |
|-------------------------------|-----------------------------|----------------------------------|
| • Strategic Business Planning | • Event Management | • Startup, High Growth |
| • Project Management | • Corporate Communications | • SEO |
| • Marketing Communications | • Channel Marketing | • Campaign Management |
| • Branding, Rebranding | • Team Building, Leadership | • Public Speaking, Presentations |
| • Public Service Initiatives | • Direct Marketing | • Communication |

PROFESSIONAL EXPERIENCE

Technique Industries/Technique, New York, New York

2014-present

Marketing Communications Manager

Recruited to establish a marketing communications team to execute branding, PR, events, marketing collateral development, and online advertising. Established project management system and streamlined plan for product launches. Directed team of six in executing all that/Can efforts, event coordination, branding, PR, messaging, sales advertising, and business development relationships. Managed budget from \$10 to \$5M.

Key Contributions:

- Built brand management program from ground up. Coordinated activities to showcase products, managed logistics, and trained a thirteen organization. Generated \$6M sales in product in date.
- Spearheaded advertising initiative and messaging platform that elevated business's profile in a crowded sales-based, intensely and strong competitors.
- Served as the face of the organization, participating in industry and company events, providing interviews, and executing all events, sales, and that/Can initiatives.

Technicon/Icon Lubricants/Icon, New York, New York

2005-2014

Marketing Communications Manager

Hired as second member of marketing team to support company's high growth from startup organization. Coordinated events and trade shows (24 events annually with budgets to \$10M), executed product marketing strategies, managed PR functions and deliverables, executed collateral creation, and managed internal and external investor relations and communications. Contributed to initial branding and messaging for employees, customers, and investors.

Key Contributions:

- Orchestrated company's first overseas regional sales conference, a five-day event held in Tokyo, Japan, featuring five product lines, 50 attendees, and presentations from around the world.
- Spearheaded launch of new product that achieved sales of \$25M in 2007. Directed aggressive PR

ALEX R. CONROY - Page Two

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Alle Tech, Princeton, NJ/Alle, New York, New York

2004-2009

Marketing Communications Specialist

Joined marketing communications team to contribute representing (marketing collateral), campaign management, and communications for key marketing initiatives. Improved, updated, and managed collateral, analyzed campaign success, executed consistent brand messaging of internal communications.

Key Contributions:

- Created marketing templates, enabling leaders to deliver more effective messages.
- Developed collateral directory for new customer portal.
- Obtained Series 4 and 7 licenses to gain industry expertise.

BOULDER CAPITAL CO., Austin, Texas

2009

Account Representative

Joined company to small and medium businesses. Provided expert product knowledge; prepared loan contracts and reviewed with finance and legal; executed queries with bank.

Key Contributions:

- Closed 11 deals in three months, generating more than \$20M in sales revenue.

EDUCATION AND TECHNICAL PROFICIENCIES

5

Bachelor of Business Administration (BBA) in Marketing (2006)

UNIVERSITY OF TEXAS, AUSTIN

Technical Skills

Adobe Photoshop, Illustrator, Premiere, Camtasia, iMovie, iStockPhoto
Salesforce, Salesforce.com (SFDC), HubSpot On Demand
Microsoft Office (Word, PowerPoint, Outlook, Excel, Access), Microsoft Team

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