

# JAMES LANE

## Brand Manager



+1 888 777 6666

james.lane@hiration.com

Milwaukee, US

### Additional Skills

- Brand Management • Market Research • Advertising • Integrated Marketing • Communication
- Agency Management • Media Planning & Buying • Sales Promotion

### SELECTED PROJECTS

- E-business, '10
  - Conceptualized & set up AN online brand consulting service
  - Devised custom branding strategies for 2 clients
  - Secured USD 10k+ revenue
- Development of a novel approach for digital marketing, '08
  - Designed a new approach to execute search engine marketing for small brands

### ADDITIONAL INFO.

Languages: English, Spanish

### CO CURRICULAR ACTIVITIES

- 1st position, inter college debate competition, NYU '09
- 1st position, national level elocution competition, Harvard University '08

### Summary of Skills

#### Marketing Communication

- Drove research on consumer trends using techniques such as the mining of consumer insights, **need gap analysis** etc.
- Created the brand's entire communication plan; **launched the pan US TV campaign** including multiple commercials
- Executed **multiple ATL & BTL marketing** initiatives including Print, Radio, Digital, Events & other channels

#### Sales - Marketing Integration

- Collaborated with the sales team to implement as well as analyze marketing initiatives through sales analysis etc.
- Engaged regularly with different channels, the sales teams, Regional Managers etc.

## PROFESSIONAL EXPERIENCE

### Brand Manager

May '13 - Present

#### Yellow Comfort FMCG

Milwaukee, US

*The Yellow Comfort group is one of America's leading producers of FMCG products including soaps, perfumes, shampoos etc.*

- Working as the brand custodian of the 'Fresh Intense' range of deodorants (annual revenue: \$ 20.5 mn.)
- Responsible for a 90% YoY growth in the sales revenue through complete brand ownership
- Handling and deploying a total marketing budget of \$ 5mn. across multiple channels
- Conducting end to end effective media evaluation & targeting maximum ROI by coordinating with key media providers
- Coordinating with multiple agencies for conducting ATL, BTL implementation as well as other media work

### Brand Associate

Jun '10 - Apr '13

#### Stark Tech LLC

New York, US

*One of North America's leading manufacturers of computers and mobile devices*

- Appointed as the brand custodian for the G2 laptop brand (annual rev.: \$ 5 mn.); worked with the brand head
- Executed the brand promotions & publicity for national & international markets leading to vol. improvement of 15% in 2 years

## EDUCATION

### UC Berkeley

Jul '06 - Apr '10

#### BBA - Marketing

Berkeley, US

# **Resumes Job Interviews Guide For Applicants George**

**Gary Michael Smith**



## Resumes Job Interviews Guide For Applicants George

Your First Resume Ronald W. Fry, 1989 With more than 200 000 copies in print since 1989 Your First Resume continues to be the best selling resume book on college campuses nationwide This fourth edition offers more resumes more advice more help than ever

**Becoming a Rare Find** George Anders, 2012-05-08 Why don't employers take a more optimistic view of people's potential Why is there such a fixation on a few bullet point highlights of candidates' resumes to the point that most applicants are quickly cast aside as not good enough Why is there such unwillingness to get to know what job seekers are all about What if you could change the rules What if you could capture the attention of employers who should be hiring you persuading them to see you on your terms *Becoming a Rare Find* will show you how to approach job hunting in ways that play to your strengths If you are a natural project manager then develop a project plan If you like marketing build a marketing campaign that centers on reasons why employers should want you Whatever approach you settle on and no matter what job you want you will get a better chance to show your fire You will escape the clutter of job posting stampedes where the odds of winning even a barista's job can be slimmer than the chances of getting into Harvard You will start finding jobs through the hidden market where they are sometimes never announced and you will discover the value of small companies with big ambitions Finally you will learn how to rearrange your social media profiles so that when great employers look for talent they will find you

**The Ferguson Guide to Résumés and Job Hunting Skills** Maurene J. Hinds, 2005 Presents a guide to preparing a resume and conducting a job search including information on looking beyond classified ads creating a resume writing cover letters and interviewing for positions

From Applicant to Hired Jeff Chu, 2023-12-09

**Great Resume, Application, and Interview Skills** Ann Byers, 2008-01-15 Presents ideas to help readers develop the skills necessary to find desirable jobs prepare appealing resumes and perform well in job interviews

*Make Your Resume Talk* Richard A. Hart, 2007-02-01 This book contains all the guidelines needed to help you write an advertisement resume that will get you interviews and a job It promotes writing results work statements rather than task and responsibility statements Key features include how to write 1 your heading in relation to space available 2 targeted objectives 3 work statements that use key words and still describe how good you are 4 skill sections that show your level of ability and 5 activities that show your chemistry *Make Your Resume Talk* is written in sections to help you build or re-write your resume and help you tailor your resume to specific jobs Many before and after resumes with individual critiques on different occupations are included to show how to write statements that get attention of potential employers Helpful tips are provided throughout the book to highlight critical information for writing a resume that will talk for you Chapters are provided to cover all aspects of the resume plus special chapters on electronic resumes help for high school college students and the physical attributes of resumes Effective cover letter guidelines with examples are provided as a bonus Personal testimonials are scattered through the book to show you how the guidelines helped other users The success of his approach is shown by this quote from a Senior Corporate Recruiter from Red Hat which stated As a corporate recruiter I view hundreds of resumes daily filed with buzz words tasks and objectives that don't meet the candidate's background These resumes are quickly eliminated The resumes that follow the guidelines outlined in Dick Hart's book that show the depth of the candidate's ability and how well the buzz words apply to their accomplishments are the ones we seriously consider Diligent applicants need to follow his advice and list solid achievements from past current performance

**How to Say It on Your Resume** Brad Karsh,Courtney Pike,2009-01-06 An insider shows how to tailor a r sum that sets applicants apart from a sea of candidates Recruiting director Brad Karsh has worked with thousands of misguided job seekers Now he s putting his experience into print with step by step guidelines to improve the wording content and format of any r sum Knowing how employers choose candidates the author shows how to make a r sum stand out Whether readers are looking to make a career change re enter the workforce find a first job or acquire an internal position Karsh demonstrates how to transform any r sum and get results Includes advice for First jobs Re entering the work force Applicants who have been laid off Career changes Older applicants And more

**High Impact Resumes and Letters** Ronald L. Krannich,William J. Banis,1998 A guide to resumes and cover letters offers step by step instructions in developing job search skills understanding today s job market and selecting resume formulas

**Ace Your Résumé, Application, and Interview Skills** Elissa Thompson,Ann Byers,2019-12-15 Looking for a job can be overwhelming for anyone especially a teen in search of that first paying gig In this easy to follow guide readers will learn all the steps to finding applying and interviewing for a job Step by step instructions will explain how to build a resume how to write a compelling cover letter and how to pen business correspondence Accessible advice will help job seeking teens to dress professionally tackle tricky interview questions and showcase the very best they have to offer

**Job Résumés** Jacob Israel Biegeleisen,1991 Now completely revised and updated this valuable resource offers the most thorough selection of sample resumes available Helps applicants select the best personal data use the most convincing language and choose the best typefaces and layouts Includes a section on interviewing

**Ultimate Guide To Grab Your Dream Job: Resume Skills - Interview Skills - LinkedIn Strategies** Shailesh Newase,2021-03-12 The main objective of this book is to help people improve resume writing and interview skills The book contains valuable information based on my 20 Years of experience across industries like Manufacturing FMCG IT and ITES etc In these years I have seen hundreds of Resumes interviewed several aspiring candidates And what I observed is more than 90% of Resumes are not well written Such resumes are rejected within seconds by Hiring Managers Similarly for Interview Skills I observed many candidates unable to introduce themselves properly Usually there are typical Q A that happened in most of the interviews But still they fail in interviews This book divided into three sections 1 Resume Skills 2 Interview Skills and 3 LinkedIn Strategies All three sections have comprehensive info By learning these techniques one can quickly develop the required skills and can get a dream job

**The Get-A-Job Manual** Arnie Sherr, 2018-10-04 The Resume Store's Methodology One that supports our commitment to help those seeking new or better jobs receive higher numbers of interview invitations and to avoid the multitude of interview process pitfalls Many inspirational writings to dispel interview misconceptions and to elevate applicants to higher levels of confidence Arnie as Vice President of Sales for an industry leading national toy distributor out of New Jersey for 20 of 27 years has reviewed thousands of resumes and interviewed hundreds of candidates for a variety of employment opportunities Understanding the hiring process has been among that hallmarks of his successes Among many who portray themselves as resume writers only a relative few can boast of having extensive hiring experience or even direct Human Resource experience He like some others that do is certain to create much stronger and considerably more effective resumes and cover letters than those without comparable experience In 1995 when Arnie moved to Florida he needed a resume for himself He bought educational resume materials from a motivational speaker organization from Miami After studying these materials the thought of starting a resume business stuck He began as Sherr Enterprises In 2009 it became necessary to get a Fictitious Name Registration here in Florida That is when he thought up the name of The Resume Store Arnie offers resume services in Florida and various American cities like Philadelphia Boston and the Big Apple Careful surveys support an 85% interview success rate among The Resume Store's customers The Resume Store has helped more than 3500 clients meet their employment objectives The Get A Job Manual provides insightful information on how you can improve your career search We understand the importance of your future and we have the know how to help you achieve your goals and objectives

**Get a Job** Ann McAsey, 1998

*Beyond the Resume* Peter Gray, John Carroll, 2006-07-05 Using the right phrases at the right moment can make all the difference It can generate real interest in you provoke more questions and show an interviewer that you are the right person for the job The same applies to written communications such as letters or emails and to voice mail messages Like learning a foreign language these phrases when practiced carefully and used properly become natural and powerful techniques by which to express oneself The advice materials and phrases in *Beyond the Resume* arm you with appropriate actions to take and phrases to use It is not the intent of the book to prop you up to sound like someone you are not Instead it is to help you speak to your strengths experiences and job know how The book is a soup to nuts kind of book that takes you from the point of initial contact with the hiring authority through interviewing and on to closing the deal

*Job Hunting For Dummies* Max Messmer, 2011-06-01 Whether you're a recent high school or college grad or an established workforce veteran changing jobs can be a scary experience Let *Job Hunting For Dummies* 2nd Edition be your guide to pushing your career forward Author Max Messmer Chairman and CEO of Robert Half International the world's largest specialized staffing firm has used his job search expertise to create this cutting edge guide to job hunting Messmer offers the kind of friendly advice and insider's tips that can enhance your job search from start to finish Get yourself off on the right foot First organize your supplies then organize your search Target your search in the job market of your choice then give yourself the tools that you need in order to break in to that market Find out what separates bad resumes from resumes that get results Discover the secrets of drumming up job leads from researching online to using your own networks or working with a recruiter After you're in you'll be ready to shine with Messmer's complete list of the do's and don'ts of giving great interviews and you'll be confident when the interview ends knowing that you possess the keys to successfully closing an interview Don't wait another day Find the job you want with *Job Hunting For Dummies* 2nd Edition

**The Better Book for Getting Hired** Robert Percy Downe, 1992 Looking for a job This comprehensive guide to writing a resume and conducting a job search is full of tips and techniques that have worked for successful job applicants all over North America

**Write a Winning Job Application** Lloyd White,2020-03 Write a Winning Job Application A Guide to Responding to Selection Criteria has been the go to book for job applicants in Australia for ten years with over 48 000 copies sold Each new edition has addressed changes in recruitment procedures This 7th edition is up to date and explains how to comply with the current procedures including online applications Write a Winning Job Application A Guide to Winning a Job in the 2020s covers all the aspects of applying for a job in the 2020s It explains how to interpret job advertisements and understand what is required in an application and guides the applicant throughout the whole process written application r sum preparation accompanying letter and interview preparation Responding to selection criteria Recruiters set selection criteria and look for applicants to demonstrate their skills not just claim them A major part of this book is a guide with examples on how to address selection criteria that ask for skills knowledge experience and work values This is the most important part of any application Application letters It provides information including a format on preparing an accompanying letter or an application in the form of a letter Resumes Write a Winning Job Application gives instructions and an example on preparing a r sum that is targeted on the chosen position so that it convinces the employer the applicant has the skills and experience to do the work Interviews The chapters on preparing for an interview gives a step by step plan for preparing for an interview and includes hundreds of possible interview questions for the applicant to consider It explains how to prepare a pitch that convinces the interviewer Write a Winning Job Application A Guide to Winning a Job in the 2020s is more than a self help book it is a practical guide a manual a handbook and a text book all in one

*Resumes For Dummies* Joyce Lain Kennedy,2011-01-13 Write a winning resume and land that job interview Is your job search stalling out after you submit a resume but before you re offered an interview With a recession that has caused a 10% unemployment rate affecting 15 3 million Americans having a winning resume is vital to securing an interview and it demands a fresh look at how you write your resumes and market yourself Whether you re entering the job market for the first time looking for a new job after a lay off or changing careers Resumes For Dummies shows you the ropes and rules for a new era in recruiting and jobsearching Instructions for writing an inclusive core resume Tips on targeting a known position or tailoring a resume to specific industries Common resume writing mistakes to avoid Updated with the latest information on privacy issues in the electronic age Resumes For Dummies is your go to guide for getting your foot in the door

*Job Interviews, Resume Writing and Body Language* Clark Darsey,2020-01-13 Buy the Paperback version of this book and get the eBook version included for FREE Having a well written resume is something that makes a distinction between getting and not getting a job interview opportunity When you actually have been selected for a job interview it is very important to come prepared which means informing yourself about the common and tricky interview questions and knowing how to answer them confidently with good nonverbal communication You can expect to learn about Answering the most important job interview questions correctly How to end a job interview to leave a favorable lasting impression All important parts of the resume Creating a winning cover letter Knowing what the person is thinking by looking at their body movement Creating rapport And much more Books included Job Interview Questions and Answers Winning Guide to Answering Even the Toughest Interview Question With Ease and Landing That Dream Job Resume Writing for Beginners Learn How to Write a Professional Winning Resume to Impress the Hiring Manager and Land the Job Interview and Eventually the Job You are After Body Language 101 A Guide to Improving the Skill of Reading and Analyzing People so That You Can Achieve Greater Success in Persuasion Influence Negotiations Flirting and Many other Areas of Life Preparation and having the right knowledge to work with beats talent and that is why you don t need to worry even if you don t have what you may consider to be the right personality type for the interview If you are ready never to be caught unprepared during job interview again so that you can land that job then scrolling over to the BUY button and clicking it is the first step

*Ask a Manager* Alison Green, 2018-05-01 From the creator of the popular website Ask a Manager and New York's work advice columnist comes a witty practical guide to 200 difficult professional conversations featuring all new advice There's a reason Alison Green has been called the Dear Abby of the work world Ten years as a workplace advice columnist have taught her that people avoid awkward conversations in the office because they simply don't know what to say Thankfully Green does and in this incredibly helpful book she tackles the tough discussions you may need to have during your career You'll learn what to say when coworkers push their work on you then take credit for it you accidentally trash talk someone in an email then hit reply all you're being micromanaged or not being managed at all you catch a colleague in a lie your boss seems unhappy with your work your cubemate's loud speakerphone is making you homicidal you got drunk at the holiday party Praise for Ask a Manager A must read for anyone who works Alison Green's advice boils down to the idea that you should be professional even when others are not and that communicating in a straightforward manner with candor and kindness will get you far no matter where you work Booklist starred review The author's friendly warm no nonsense writing is a pleasure to read and her advice can be widely applied to relationships in all areas of readers lives Ideal for anyone new to the job market or new to management or anyone hoping to improve their work experience Library Journal starred review I am a huge fan of Alison Green's Ask a Manager column This book is even better It teaches us how to deal with many of the most vexing big and little problems in our workplaces and to do so with grace confidence and a sense of humor Robert Sutton Stanford professor and author of The No Asshole Rule and The Asshole Survival Guide Ask a Manager is the ultimate playbook for navigating the traditional workforce in a diplomatic but firm way Erin Lowry author of Broke Millennial Stop Scraping By and Get Your Financial Life Together

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