

# Brian Brown

---

999 Main Street, • Any Town• NY • 99999 • Home: • 999-999-9999 • email@yahoo.com

## Objective

Strategic, solution driven Professional with a passion for relationship building and partnering with clients to deliver outstanding business results for the organization. Analytical thinker with a natural ability to motivate teams, implement clear business objectives, and deliver measurable results of revenue growth, improved client relations, and increased product brand awareness.

## Experience

### ABC Inc.

August 1999 - Present

CEO

Any Town, NY

- Managed multiple designers and web developers.
- Led to company's sustained profitability in less than 3 years.
- Devised and executed full-scale Internet marketing campaigns consisting of social media, email, SEO & SEM, blogging, article distribution, and more.
- Produced editorial and sales content for client websites and marketing campaigns.
- Designed and developed corporate and editorial websites for clients, enhancing user experience and brand identity, increasing visitor conversion rates for key metrics, and increasing overall web-driven profits.

### XYZ Corp.

June 2003 - November 2008

CEO

Any Town, NY

- Provided leadership and direction to all aspects of financial stewardship, controllership, accounting, budgeting, and cash flow management.
- Maintained full responsibility for general ledger transactions, balanced general ledger accounts, and performed closing activities.
- Authored policies and procedures that adhered to internal controls.
- Pioneered the implementation of strategic planning meetings and led change management initiatives.
- Streamlined financial processes, enhanced efficiency, and introduced process improvements.

### BCD Inc.

May 2002 - January 2003

CEO

Any Town, NY

- Negotiated the temporary and permanent lease.
- Locate and interview vendors to receive the highest profit margin.
- Hire and train all employees on every aspect of the business to ensure quality service.
- Maximize growth with cost efficient marketing methods.
- Conduct payroll on a bi-weekly basis.
- Negotiate all salaries with incoming employees.
- Sales have been prosperous each and every quarter.

## Education

University of California, Los Angeles

May 2001  
Marketing

*Other*

Los Angeles, CA

**Skills**

Office 2000 & XP  
FrontPage 2000 & XP  
Windows NT 4.0  
Windows 98, 00, & XP  
Adobe Photoshop 5.x & 6.x  
UNIX  
Adobe Premiere 6.x  
Media Encoding

**Strengths:**

- Excellent communication skills.
- Demonstrated teamwork and leadership abilities.
- Highly motivated, driven to increase revenue.
- Strong motivator, and thrive in a fast-paced, high-intensity environment.
- Lifetime learner, excellent at picking up new ideas, methods, technologies.