

Brian Ambrosini

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SUMMARY

- Fluent in English, Italian and Spanish
- First-generation college student
- Ability to establish long term partnerships with buyers
- Experience in digital marketing – 7X ROI on average

WORK EXPERIENCE

Konnected

June 2019 – Present

Account Executive

Orlando, FL

- Launch B2B go-to-market sales strategy
- Add a network of over 35 dealers worldwide
- Attend tradeshows and build relationships in the industry

CentralSquare Technologies – Vista Equity Company

June 2019 – Present

Sales/Marketing Intern

Lake Mary, FL

- Support sales and marketing staff with reaching out to enterprise prospects
- Participate in strategy meetings across the marketing and sales department

Tower Equity/Metals.com

Aug 2018 – Dec 2018

Junior Account Executive

Beverly Hills, CA

- Helped generate \$570,000 in new business
- Optimized Salesforce CRM to maximize efficiency
- Organized and built a daily list of activities to approach and follow up with prospects
- Worked closely with account executives during the sales process

Neocontrol Somfy Group

Jul 2017 – Aug 2018

Digital Marketing Associate

Orlando, FL

- Nurtured and converted B2B leads with email marketing and digital marketing campaigns
- Optimized website for SEO which increased its Domain Authority by 15 points in 6 months
- Helped gain entry into large enterprise accounts with cold calls

EDUCATION

University of Central Florida

May 2020

B.A./B.S Interdisciplinary Studies – Psychology/Philosophy

Orlando, FL

- Professional Selling Program
 - 1 of 35 selected out of 70,000 students for an intensive nationally awarded sales track that includes role plays, cold-calling, networking events and professional development.
- Member in Phi Delta Theta Fraternity
- Member of Society for Marketing Professional Services and CEO Knights

SKILLS & CERTIFICATIONS

- **Skills :** Inside sales, outside sales, Facebook ads, Google ads, email marketing campaigns, CRM optimization, chatbot/messenger marketing, copywriting, prospecting (lead generation), trade show sales
- **Certifications:** Digital Marketing HQ, Hubspot Inbound Marketing, Google Analytics, Google Ads