

Joseph L. Smith

Growth Marketing aficionado who loves to analyze data

To:

John Johnson
HBO

From:

Joseph L. Smith
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Dear John,

Thanks for taking the time to read my application. I'd be an outstanding Account Manager for HBO. Here's why:

My mother thinks I'm special, but she is supposed to say that right?

Jokes aside, surely after looking over my resume you will find out why we are a great fit for each other.

In my current role as Marketing Manager for Netflix, I have set up, managed & tracked a marketing plan budget of \$250k across all digital and offline channels that generated an ROI of +370% in a completely new market. I am heavily involved in webinars, hackathons, keynotes, customer support, launching of new products, and worked in multiple developing projects with C-Level executives.

Additionally, I have also:

- Managed corporate marketing functions with a **budget of \$5m**, including brand management, product launch, advertising, marketing collateral, and events
- Hands on marketing practise from growing my own marketing blog. **Valuable experience which will directly benefit you.**
- Piloted and executed a churn strategy, which saw a **decrease in churn of 15%** in the UK market in previous employment at Spotify.

With a background rooted in business analysis and marketing, a drive to take charge in this fast ever-changing industry, and the core skills required to effectively manage strict marketing budgets; I am certain that I would prove to be a great asset to your already talented team.

I'd love to help you discover your company's unique path to monetization, growth and community building. I look forward to your call so we can prove my mother is right.

Sincerely,

Joseph L. Smith

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