

BRITTANY SAILORS

CONTENT MANAGEMENT PROFESSIONAL

PROFILE

Experienced content developer with an advanced understanding of how to utilize information to gain influence and obtain brand loyalty. With a formal education in marketing and 10 years of post-graduate experience forming compelling narratives, I delight in story-telling through expert content and relationship management. I've served as a successful remote employee since 2015 through seamless integration with geographically separately teams. I understand the remote work environment and I've developed the professional and interpersonal skills to optimize both coworker and client relationships.

CONTACT	EXPERIENCE
<p>P : 208 870 5016</p> <p>E : brittany@brittany Sailors.com</p> <p>L : Boise, Idaho</p> <p>W : brittany Sailors.com</p>	<p>OWNER, GRAPHIC DESIGNER <i>Brittany Sailors Design / Boise, ID / 2018 - Present</i></p> <p>Brittany Sailors Design is the product of creative energy demanding an outlet. As a mother of three and career professional, slowing down to raise my children was something I had to do with intention. While I stepped back from full-time work in order to care for my family, I maintained part-time employment and developed my design portfolio. Over the last year I've grown a niche following of enthusiastic clients through social media and local workshops. Today, I serve my audience through educational content and branding services.</p>
<p>EDUCATION</p>	<p>PROGRAM & PROPOSAL CONTENT MANAGER <i>HX5 / Ft. Walton Beach, FL / 2016 - Present</i></p>
<p>BACHELOR OF BUSINESS ADMINISTRATION</p> <p><i>Dual Marketing and Accounting Major Boise State University 2009</i></p>	<p>Since gaining employment with HX5, a government services contractor, I've served in both program management and proposal management roles. As a deputy program manager, I worked to recruit and retain engineering, administrative, and management professionals for the US Air Force. As I co-managed a team of over 100 professionals across the US, I served my employees from a remote location, making quarterly site visits to evaluate the health of the program. In 2017 I transitioned to the proposal department to establish a process for managing company narratives to improve win percentages. Government services contractors win work through a competitive process which relies heavily on their ability to tell a compelling story. Through the use of Oracle database management, CRM services, and document management SaaS platforms, I've led the company to a more successful method of making bid/no bid decisions and streamlined proposal development processes.</p>
<p>SKILLS</p>	<p>CLIENT SERVICES MANAGER <i>JACOBS Engineering / Boise, Idaho / 2015 - 2016</i></p>
<p><i>CRM Software</i></p> <p>●●●●●●○</p> <p><i>Adobe Photoshop</i></p> <p>●●●●●●○</p> <p><i>Adobe Illustrator</i></p> <p>●●●●●●○</p> <p><i>Microsoft Office Suite</i></p> <p>●●●●●●○</p>	<p>Served as a remote site support manager for the Air Force flight scheduling system of record. Responsible for managing client accounts for home-station users as well as transient accounts for visiting personnel. Liaised with cohorts around the world to improve client experiences with the software and develop training programs to increase user adoption.</p>