Joel Fredrickson

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|  | **Experienced Project Manager** |  |
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Project Management • Operations Management • Client Relationship Management

Asana Project Management • Consultative Selling • Budget Administration • Collaboration

High-Impact Presentation • Forecasting & Analysis • Staff Training & Leadership • Communication

Lean Production Process Expert • Award-Winning Sales Results • Maintain Top Ten Performance

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|  | **Professional Experience** |  |
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International Services, Inc., Gig Harbor, Wa. 2016 to Present

**Project Manager**

*Offer management and profit improvement consulting services to diverse clients across the country, including mid-sized businesses in construction, manufacturing, medical, professional services, hospitality, and retail industries. Develop management teams that exceed expectations. Focus is on sales, operations, and finance.*

* Delivered turnarounds for over 50 companies in more than a dozen diverse industries following a lean production process.
* Produced measurable financial improvements and improved cash flow for over 95% of clients.
* Built high-performing leadership teams to improve sales, operations, and financial performance.
* Teach businesses how to develop a revenue and expense budget and monitor performance weekly. Monthly check-ins with all clients as part of our quality assurance plans shows a continuing success rate of higher than 90%.
* Member of Top 20 Consulting Group in 2017, 2019 and 2020. Exceeded original plan design hours of an additional 10% in project hours billed on 85% of all engagements.

Dex Media, Seattle, WA. 2013 to 2016

**Media Sales Consultant**

*Sold online and print solutions to professional and retail clients in the healthcare and professional services industries on behalf of a print and interactive marketing company.*

* Designed and implemented successful online marketing campaigns for over three dozen clients.
* Secured new and repeat business through the application of systematic sales processes. Ranked in the top 10% in the Western region in 2014 and 2015. Multiple annual Presidents Cup incentive trip winner.
* Ranked in top 10% for new business sales and product expansion to include SEO, SEM, website development, and geotargeted online ads.

Yellowbook | Hibu, Seattle 2008 to 2013

**Media Sales Consultant**

*Provided consulting services and sold online and print marketing services to new and existing medical and construction industry accounts for an organization offering local print and online marketing solutions.*

* Consistently ranked in the top 10% of the company nationwide for performance in securing new accounts and increasing existing account revenue. Sold more than 50 new accounts each year from 2009-2013. Resulted in annualized average new business sales of $235,000.
* Sold new websites and launched online campaigns for over 125 accounts. This resulted in new/plus revenue for the company of more than $1,650,000. Became Google AdWords certified in 2009.

Additional Experience:

Retail & National Advertising Manager, McClatchy Newspapers

Advertising Director, Gannett Company

Advertising Director, Knight Ridder Newspapers, The Miami Herald

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|  | **Education & Credentials** |  |
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**Executive MBA Program**

University of Miami

**Bachelor of Arts in Finance**

University of Cincinnati

**Training & Development**

Knight-Ridder Advertising Management Development Program

Google AdWords Certified

Intuit QuickBooks Pro Advisor