

STEPHANIE M. DiLIBERTO

CHESTERLAND, OHIO 44026

[SSAID24@AOL.COM](mailto:ssaid24@aol.com)

(440) 227 - 2374

More than eleven years' experience in sales management and developing and implementing marketing strategies. Extensively trained in planning and cultivating processes that strengthen productivity, and in educating and facilitating trainings. Recognized for providing exceptional service and building relationships.

OH

Majority Strategies – Project Manager

2022 - Present

- Works closely with internal teams to deliver the client's message across print, mobile, digital, and web platforms.
- Oversees, coordinates, and implements the marketing plan.
- Performs project tracking; proactively identifies potential issues and tracks project progress against commitments.
- Monitors project costs in order to meet budgets.
- Ensures product meets company standards and client expectations.

OH

Cleveland Clinic – Aesthetics Specialist

2019 - 2022

- Functioned as an Aesthetic Specialist under direct physician supervision and responsible for medical chart duties related to specific care for patients.
- Provided pre and post-operative care as directive by physician.
- Advised clients and suggested treatments related to their individual needs.
- Assisted in managing the Cleveland Clinic Aesthetic Corner, marketing, promotions, special events and working closely with product lines.
- Published column in *Speaking of Women's Health*, <https://speakingofwomenshealth.com/column/author/stephanie-diliberto>.
- Interviewed for *Health Essentials*, <https://health.clevelandclinic.org/is-steaming-your-face-good-for-your-skin/>.
- Created and presented webinar, <https://www.youtube.com/watch?v=cScsRDyZbGc>.

OH/MI/PA/KY/IN

2015 - 2018

BECCA Cosmetics - Account Executive

- Oversaw development and management of 25 Sephora and 16 ULTA accounts growing revenues from \$500,000 to \$3 million.
- Established, cultivated, and implemented key marketing strategies and educational training programs.
- Developed strategies and achieved growth through education, events, and supporting existing account partners.
- Managed the successful launch of new products and protocols, including presentation, introduction, and execution in the field.
- Achieved sales objectives through creating alliances with key account personnel, including store managers, department managers, and sales associates at all Sephora and ULTA accounts.

OH

2012 - 2014

Dr. Dennis Gross - Market Specialist

- Trained all retail associates on Dr. Dennis Gross Products, application techniques, brand voice, and developed retailer selling skills needed to achieve sales goals.
- Reviewed sales weekly and strategized and collaborated with territory Account Executive to drive results.
- Tracked and monitored post-training and event's sales impact.

OH

2011 - 2012

CK One Color - Sales/Education Trainer

- Planned, facilitated, and executed trainings and sales support in multiple accounts.
- Recognized as number one Sales Representative company wide.
- Built collaborative relationships with in-store personnel to ensure ongoing support of brand education, event support and programs under the direction of the Account Executive.
- Implemented new marketing approach to training.
- Organized, with extreme detail, on store sales utilizing both weekly and monthly recaps.

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OH

Congressional Assistant - US House of Representatives, Rep. Steven LaTourette

2005 - 2010

-Provided organizational support to the Congressman and his staff.

-Communicated the Congressman's position on federal legislation to over 700,000 constituents.

HI/Japan/Iceland

2000 - 2004

US NAVY- Executive Assistant/Yeoman

-Accomplished, results-oriented U.S. Navy Petty Officer with four years' experience providing high level of executive support to admirals and command level officers, up to four simultaneously in various duty stations.

-Awarded the Good Conduct Medal for knowledge of operations, attitude, and overall performance.

Education

Cleveland State University, Cleveland, Ohio.

Bachelor of Science, Major: Communications.

(2007).

Cuyahoga Community College, Cleveland, Ohio.

American Academy of Professional Coders, Professional Medical Coding Curriculum.

(2012).

Brown Aveda Institute, Mentor, Ohio.

Ohio State Cosmetology and Barber Board, Licensed Esthetician.

(2019).