

# Julia Kinnich

Denver, CO

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- Projects led had the highest ROI in the company
- Managed client engagements concurrently up to \$750k each; 6-month timelines, scopes of work, stakeholder expectation management, project-managed internal and external resource teams
- Identified problems and organizational inefficiencies, sold C-level on the benefits, generated solutions, led implementation teams and improved organization's bottom line
- Built strong relationships with internal and external teams, fostering a positive company culture

Authorized to work in the US for any employer

## Work Experience

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### **PROJECT MANAGER**

ORIGO BRANDS - Denver, CO

July 2017 to August 2019

- Launched and led executive team on 3-line extensions, new brand launch, and re-brand.
- Led manufacturer transition and negotiations, reducing production costs by 20%
- Instituted product launch SOPs through selecting and implementing project management software, streamlining the process and providing real-time reporting to stakeholders
- Mitigated risks through building a contingent pool of domestic and international suppliers

### **PROJECT MANAGER**

WESTERN EXPORT SERVICES - Denver, CO

July 2017 to August 2019

Managed client, supplier and internal teams to design and launch a house brand for a major retailer accounting for \$6M annually in revenue

- Negotiated with leading name brand consumer goods suppliers to ensure compliance in foreign markets
- Led initiative to enter previously unavailable retailers (80% market share), developing country-specific project initiatives surrounding packaging, increasing revenue while reducing post-production costs
- Developed and oversaw server transfer, streamlined folder architecture reducing errors by employees referencing outdated materials, increasing efficiency and accuracy

EXPERIENCE CONTINUED

### **PROJECT MANAGER**

INTEGRATED BEVERAGE GROUP - Denver, CO

July 2016 to June 2017

- Responsible for successfully launching 10 new product skus and 2 new brands in 7 months
- Led digital marketing, logistics, public relations, and production teams and their initiatives
- Brought social media and graphic design in-house to reduce spend with improved content

- Implemented and developed new tracking/forecasting tools across all projects and production to increase organizational efficiencies and reduce unnecessary spend
- Increased sales by 13% through a non-profit partnership, sold the idea to the executive team, negotiated the contract, internally and externally, and implemented teams to promote the sponsorship

## **PROJECT MANAGER**

iSPACE ENVIRONMENTS

June 2014 to June 2016

- Simultaneously supervised \$2M+ in project budgets, up to 25 projects at a time
- Managed implementation expectations across Energy, Corporate, Healthcare, Legal, and Finance clients of various sizes up to Fortune 300
- Fostered positive client relationships resulting in \$2.5M annually in repeat and referral business
- Recognized as Impact Advocate of the Year 2015
- Improved outdated internal processes for: maintenance renewals, returns, order tracking, and procurement, directly impacting iSpace's bottom line

## **SALES & MARKETING COORDINATOR**

iSPACE ENVIRONMENTS

January 2014 to June 2014

- Supported sales and client accounts by developing and improving proposals and training materials
- Promoted and marketed organization through LinkedIn, Facebook and blog

## **MAJOR ACCOUNT EXECUTIVE**

Xerox

March 2013 to September 2013

- Developed solutions to optimize workflow for the Higher Education sector
- Collaborated with University administration to develop new curriculum and managed project implementation

## **ACCOUNT EXECUTIVE**

Xerox

September 2012 to March 2013

- Connected with C-Suite, consulted clients, closed and project managed new business
- Worked to identify customers' unique needs and problems to develop solution to achieve better financial results, improve operational efficiency and reduce environmental impact through workflow technologies

## Education

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### **Bachelor of Science degree in Business Administration, Management and Marketing**

UNIVERSITY OF WISCONSIN STOUT - Menomonie, WI

### **Business Administration, International Business and Management**

UNIVERSITAT AUTONÒMA DE BARCELONA - Barcelona, ES

## Skills

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- Project Management
- Digital Marketing Management
- Smartsheet & Microsoft Office Suite
- Cross-Organizational Team Collaboration
- Developing/Improving Internal Processes
- Strategic Planning & Implementation
- Outlook
- Scheduling
- budget
- Customer Service
- Word