

# David Prian

---

## SUMMARY:

**Innovative SEO and marketing strategist** with a track record of delivering top organic results and doubling PPC conversions, leading to a 180% revenue increase for diverse clients. Expert in building and leading high-performing teams, achieving 100% client satisfaction and retention. Specialized in transforming startups into thriving businesses with consistent growth, demonstrating exceptional skill in creating and executing growth-focused strategies.

## EXPERIENCE:

### **INSPIRED Marketing & Design (Owner)**                      October 2020 – Present

- Designed, developed, and implemented an innovative HYBRID SEO strategy that consistently delivers top-of-the-page organic results, doubles industry averages in PPC conversions, and has increased revenue by over 180% for 20 businesses across diverse industries.
- Built and currently led a high-performing team comprising SEO specialists, marketing strategists, social media marketing experts, video & graphic designers, and Local SEO ninjas, consistently achieving 100% client satisfaction and maintaining a 100% client retention rate through exceptional results delivery.
- Masterminded result-oriented marketing strategies with a 100% success rate, pivotal in transforming three start-up businesses into ten thriving entities, each consistently growing and increasing revenue year-over-year.
- Continuously innovate strategies in alignment with evolving trends and search algorithm updates.

### **Phoenix Online Media (Search Engine Optimization Manager)**                      April 2014 – October 2020

- Manage 20+ Local and National SEO campaigns delivering measurable and consistent rank, traffic, and conversion improvements month over month.
- Implemented individualized Local SEO campaigns for 20+ clients in 12 different industries resulting in continuous rank improvements, click-through-rates, and conversions with a 98% client retention.
- Designed and developed over 30 responsive SEO and mobile optimized (WordPress) websites including content, images, logos, CSS and HTML customizations, analytics, and schema.

## EDUCATION:

### **DeVry University**

**Phoenix, Arizona**

- Bachelor of Science in Technical Business Management  
Concentration in Sales and Marketing
- Alpha Chi Honor Society
- Graduated Summa cum Laude, 4.0 GPA

June 2011

March 2014

## APPLICABLE SKILLS & PROFICIENCIES – LINKEDIN SKILLS ASSESSMENT SCORES:

- Search Engine Optimization – Top 5%
- Local SEO – Top 5%
- Google Analytics – Top 15%
- WordPress – Top 30%