



Jillian Adams Corley

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VICE PRESIDENT OF GLOBAL MARKETING AND SALES

<i>Business Development</i>	<i>Sales Training Programs</i>	<i>Corporate Leadership</i>	<i>Customer Experience Programs</i>	<i>Launch Specialist</i>
<i>Brand/Product Development</i>	<i>Field Development</i>	<i>Sales Incentive Programs</i>	<i>Omnichannel Social Selling Pro</i>	<i>Strategic Marketing</i>
<i>Keynote Speaker/Motivator</i>	<i>Host Programs</i>	<i>Global Sales Strategies</i>	<i>Multi-Media Creation</i>	<i>Compensation Plans</i>

WORK HISTORY

HW&B ENTERPRISES - Jan 2020-Present –Global Sales and Marketing Consultant

Start up. Key advisor and strategist for MLM company restructuring into retail and manufacturing specialized health & beauty products. Developed new product National and International distribution channels through social media platforms, Amazon, big box retail, and MLM corporations. Garnered exclusive vendor relations and delivered strategic roll-out implementation. Developed new trademarked products exclusive to the industry while creating support presentations, materials, and distribution programs.

ALOEVERTAS GLOBAL - Jan 2018 – January 2020 - Vice President of Global Marketing and Sales

**Instrumental in negotiations during corporate restructure and partnership with Jeunesse Global (June 2019-January 2020)*

Start up. Created and developed infrastructure from ground floor including but not limited to marketing plan and direction, detailed forecast, sales and profit projections, compensation plan, website, back office and launch for a new business channel for National and International markets.

- Launched a Global sales participation survey targeting specific demographics and control groups for product launches. Developed sophisticated real-time results and tracking, resulting in extensive qualified leads for individual distributors companywide.
- Developed all sales, incentive and training programs, materials and media for corporate and field distribution specifically geared to Country and language and maintained social media presence, sales and training through omnichannel social participation.

UNITED GAMES - March 2016 – 2018 -Master Distributor

Start-Up. Launched Direct Sales Field Team that included recruiting and managing Affiliates, Trainer and Retention programs, Recruitment, and development of Distributor Website, development of Compensation Plan training, Events, Promotions, Compliance.

- Developed an international sales team of over 17,000 Affiliates in 4.5 months and International customer base of over 22,000 in 6 months. Recruited Leaders in the US, UK, Panama, Mexico, Australia, Sweden, Asia, Canada, Mexico, Greece, Brazil, Portugal, Spain and France.
- Extensive travel throughout team regions, recruiting, motivating and training

MONAT GLOBAL - May 2014 – February 2016 -Vice President of Global Marketing, Customer Experience, Product Development

Start-up company launch. Initiated marketing, sales, business development, brand development and management, product launches and training, reward and Incentive program creation, customer experience loyalty programs, sales incentive programs, university style training programs, Video production, collateral creation, corporate and field communications, public relations, international development, social media programs, events, etc.

- Instrumental in achieving over 30 M revenue for new company launch from October 2014 through February 2016.
- Instrumental in acquiring and retaining key Network Marketing Distributors in **3 Countries**
- Acquired Preferred Customers through distinctive loyalty programs with an average auto-ship sale of \$150.00 with less than 6% attrition rate.

- Defined and executed launch pricing strategies, collateral, field materials, products, incentives, rank advancement programs, recognition, etc.,
- Managed department budget and P&L

BEAUTYEXEC, LLC

November 2013-May 2014 - Business Development and Marketing Consultant/Direct Sales/MLM/Party Plan

Specialized training, organizational systems, product development, opportunity development and implementation processes, and executive coaching services that is tailored to individual challenges, and people. Extensive groundwork in real business issues to produce scientific, tangible, bottom line outcomes.

- Program development, product development, opportunity, compensation plan development, sales Incentive programs and bonuses, marketing plan and strategic timelines, marketing and sales collateral
- Training curriculum materials, manuals and videos, sales training programs and execution, focus group and clinical trial tracking

ARBONNE INTERNATIONAL

March 2011-November 2012 - Sr. Manager of Global Field Development and Sales Training

Provided strategic direction and management of all sales related curriculum initiated by the executive team and leadership focus groups. Initiation of all training programs & support tools designed to meet clearly defined sales, sponsoring and promotion objectives.

- Work with Field Development to develop an overall training strategy, providing support for over 350,000 Global Consultants, Managers and Vice-Presidents.
- Provided a clear vision and direction on how the Arbonne business opportunity is positioned, marketed, trained and recognized for the Sales Field.
- Managed, trained and maintained quality performance of International and Regional Sales Training staff and fostered a cohesive, productive and efficient working environment while ensuring creativity and consistency of all deliverables.

SENSARIA NATURAL BODYCARE, INC.

July 2007 to November 2011 Director of Product Development, Sales, and Training

Personally developed exclusive proprietary formula products

Hired by Sensaria products to evaluate and improve product line, sales education and bottom-line profitability.

- Managed all products from product profiles, creation to counter, launch to obsolescence, production of products from test fills, first batch productions, and quality control.
- Introduced first cosmeceutical product collections as well as higher quality skincare products. (Average product price prior to hire was around \$20.00 per item with a net profit margin of 4-7%) Introducing new brand resulting in price points rising to \$48.00 to \$95.00 per product with profit margins ranging from 12-20% net.
- Created the Sensaria University national certification-training program and increasing individual productivity from average sales of \$198.00 per customer to sales of \$453.00 per customer.

PAPARAZZI STUDIOS, INC.

Dec 2000 -July 2007 Owner, C.E.O

- Created in-home photo and spa parties—marketed and sold through direct sales, MLM, direct mail campaigns, salons and spas in US, and Mexico. Developed cosmetic and skincare products sold to new and existing customers through MLM distribution.
- Developed unique direct sales plan producing net profits within 8 years of over 32 million per year. Independent sales representatives earned salaries up to 1.5 million per year. Customers were able to earn free cash and incentives for participating through bonus points. Average incentive earned was \$100.00 to \$2500.00.

EDUCATION: Master's, PACIFIC COLLEGE OF ORIENTAL MEDICINE, San Diego, **Licensed Medical Esthetic Practitioner**, ACADEMY OF BEAUTY CULTURE, Grand Junction, CO, **Licensed Master Cosmetologist**, California & Tennessee, **Trichologist**, WORLD TRICHOLOGY SOCIETY, Member of the Professional Beauty Association