

Aashna Pappadakis

Relations Manager

Profile

I have over 5 years of experience as a Relations Manager. I have extensive experience working with clients and partners, developing relationships, and managing projects. I am an excellent communicator and have a proven track record of successful relationship management. I am proactive, detail-oriented, and thrive in fast-paced environments.

Employment History

Senior Relations Manager at Herff Jones, IN

Apr 2022 - Present

- Negotiated and secured a \$5 million contract with a new client, ABC Corporation.
- Successfully managed and oversaw a team of 12 account managers.
- Achieved annual sales targets for the past 3 years, increasing sales by 10% each year.
- Generated over \$8 million in revenue last year through effective management of key accounts.
- Developed strong relationships with clients that have resulted in repeat business and referrals.

Relations Manager at Varsity Brands, IN

Sep 2017 - Mar 2022

- Successfully negotiated and implemented a new collective bargaining agreement with the employees' union, resulting in \$1.2 million in annual cost savings.
- Successfully launched a new employee referral program that increased external hires by 20%.
- Created and executed an innovative social media campaign that generated over 100,000 views and resulted in 10% increase in web traffic.
- Led team of 5 to develop successful strategy for expanding into new markets which led to 15% growth YOY.
- Wrote proposals that secured \$3M in funding from top donors.

Certificates

Certified Fundraising Executive (CFRE)

Feb 2021

Certified Association Executive (CAE)

Dec 2019

Memberships

American Management Association

Society for Human Resource Management

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📍 3729 Woodland Drive,
Indianapolis, IN 46208

Education

Bachelor of Science in Communications at Purdue University, IN

Aug 2013 - May 2017

I've learned how to effectively communicate with others using various forms of communication.

Links

[linkedin.com/in/aashnapappadakis](https://www.linkedin.com/in/aashnapappadakis)

Skills

Communication

Interpersonal skills

Organizational skills

Planning and coordination ability

Problem-solving skills

Research abilities

Writing proficiency

Languages

English

Italian