

# Tina Rozman

## Middle Hubspot Specialist

### SUMMARY

A multi-skill person with extensive technical expertise and a robust engineering background. With over a decade of experience in software development, the engineer possesses a deep understanding of various programming languages, tools, and methodologies. Notably, the engineer has implemented and optimized CRM systems, particularly HubSpot, enhancing automation and CRM adoption across teams.

### TECHNICAL SKILLS

<b>Main Technical Skills</b>	HubSpot, Marketing research, Project Management, Marketing Strategy
<b>Platforms</b>	HubSpot
<b>Project Management &amp; Administration</b>	Marketing research, Project Management

### WORK EXPERIENCE

#### Customer Care Manager, Ticketing and hospitality

**Duration:** April 2012 - February 2018

**Responsibilities:** Customer care and support for ticketing and hospitality services.

#### Customer Care Manager, Customer Care Manager Role

**Duration:** May 2014 - January 2018

**Responsibilities:** Managed customer support and service operations.

#### Copywriter, Copywriting Project

**Duration:** February 2016 - September 2016

**Responsibilities:** Developed engaging content for marketing campaigns.

#### Community Manager, Community Management for Cineplexx

**Duration:** April 2013 - October 2013

**Responsibilities:** Managed the online community for Cineplexx Slovenia.

#### Talent Sourcer, Technical Talent Sourcing

**Duration:** March 2019 - April 2020

**Responsibilities:** Sourced and recruited candidates for technical positions, conducted screenings and interviews.



## **Project Manager, Advertising and Marketing Campaigns**

**Duration:** August 2017 - February 2019

**Responsibilities:** Prepared and executed advertising and email marketing campaigns, assisted with chatbots implementation.

**Technologies:** Chatbots, Email Marketing Tools

## **Business Support Specialist, Business Support**

**Duration:** April 2020 - April 2022

## **Head of Event Management, Event Management**

**Duration:** April 2022 - April 2023

**Responsibilities:** Plan and execute events, manage budgets and contracts.

**Technologies:** Event Management Software

## **Hubspot Specialist, Hubspot Specialist Role**

**Duration:** April 2023 - April 2024

**Responsibilities:** Set up and optimized HubSpot portals, automation workflows, sales and service pipelines, created reports and dashboards.

**Technologies:** HubSpot, SaaS solutions

## **HubSpot Strategist, HubSpot Implementation & Optimization**

**Duration:** April 2024 - November 2024

**Responsibilities:** Led HubSpot CRM implementation, inbound marketing strategy training, and provided support.

**Technologies:** HubSpot CRM

