

Alexandra Rabadi

+1 (512) 657-2010
alexandrarabadi@gmail.com

Med Spa/Plastic Surgeon Manager

As a clinic manager in Beverly Hills and West Hollywood, I bring a robust six-year tenure in the med spa industry, I boast a distinguished track record in spa management underscored by a keen focus on metrics and strategic marketing initiatives. My proficiency lies in cultivating refined client relationships, consistently surpassing performance benchmarks, and orchestrating sophisticated spa operations with an unwavering commitment to excellence. Beyond ensuring seamless operations, I have implemented effective marketing strategies that have yielded measurable success. Ready to contribute my wealth of experience, I bring a blend of managerial finesse, strategic marketing acumen, and a penchant for achieving quantifiable results to elevate your team's success and curate a community-like environment.

WORK EXPERIENCE

Cloudflare - E-Commerce Business Development Manager

Los Angeles, CA / Aug 2023 - Present

- Directed AI software integration for improved med spa operations.
- Led presentations to showcase software benefits to stakeholders.
- Represented med spa at global e-commerce conferences.
- Cultivated key account relationships, driving business growth.

RunAI - Inside Account Executive - Business Development

Rep New York, NY / December 2021 - Jan 2023

- Integrated AI software, improving med spa operations.
- Conducted online demos, enhancing client satisfaction.
- Attended top AI conferences, staying updated on industry trends.
- Built strong relationships with key med spa stakeholders.

Skin Thesis - Med Spa Media Marketing Director

West Hollywood, CA June 2020 November 2021

- Pioneered revenue growth through innovative strategies targeting new client acquisition.
- Achieved top sales performance both in-office and remotely, earning recognition as the leading sales agent.
- Effectively managed inbound and outbound communication channels, instituting streamlined processes for enhanced efficiency and productivity.

UCLA - Medical Device Sales

Westwood, CA / April 2019 - April 2020

- Skillfully oversee budget allocation to optimize revenue generation and fulfill customer requirements.
- Ensure profitability of events through meticulous financial management.
- Demonstrate a keen understanding of departmental operations' financial implications, consistently striving to meet or surpass budgetary objectives.
- Handle all incoming Requests for Proposals (RFPs) received through various channels with thorough attention to detail and professionalism.

Leif Rogers LRMD - Patient Concierge, Sales

Administrative Beverly Hills, CA / Jan 2017 - April 2019

- Supporting transactional sales cycles in partnership with Specialist, Core ISR, and Client Executives.
- Worked closely with internal teams for Reporting, Order Management, Historical Spend/Product Reporting, Partner and Registration Escalations, and Admin Portal.
- Effectively manage customer budgets to maximize revenue and meet customer needs.

CORE COMPETENCIES:

- Med Spa Strategy Development
- Marketing Campaign Management
- Med Spa Partner Relations
- Med Spa Sales Strategies
- Contract Negotiation & Closure
- Budget Management & Allocation
- Customer Acquisition Strategies
- Lead Generation Tactics
- Med Spa Proposal Management
- Customer Loyalty Initiatives
- Operational Optimization
- Med Spa Event Coordination
- Project Oversight
- Persuasive Pitching & Crafting

SKILLSETS/EXTRA'S

- Presented software platforms at AI Summit Conferences and ODSC events, targeting emerging leaders and entrepreneurs in marketing, finance, hospitality, and management within Enterprise Accounts, fostering valuable connections and partnerships within diverse industries.
- Actively participated in ODSC Conferences across global locations including Valencia, ESP; Boston, USA; and San Francisco, CA, staying abreast of the latest trends and advancements in data science and AI relevant to e-commerce and digital marketing strategies.