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with Kevin Turner

TNT Brand Strategist



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Timothy P. Seward

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guide to cracking the digital marketing code and reaching engaging and serving the empowered consumer Based on the industry's leading certification from the Digital Marketing Institute DMI this book presents an innovative methodology for successful digital marketing start with the customer and work backwards A campaign is only effective as it is reflective of the consumer s wants needs preferences and inclinations the DMI framework provides structured implementable iterative direction for getting it right every time The heart of the framework is a three step process called the 3i Principles Initiate Iterate and Integrate This simple idea translates into higher engagement real customer interaction and multichannel campaigns that extend even into traditional marketing channels The evolution of digital marketing isn t really about the brands it s about consumers exercising more control over their choices This book demonstrates how using this single realization as a starting point helps you build and implement more effective campaigns Get inside the customer's head with deep consumer research Constantly improve your campaigns based on feedback and interactions Integrate digital activities across channels including traditional marketing Build campaigns based on customer choice and control Digital marketing turns traditional marketing models on their heads Instead of telling the customer what to think you find out what they already think and go from there Instead of front loading resources you continually adjust your approach based on real interactions with real customers every day Digital marketing operates within its own paradigm and The Art of Digital Marketing opens the door for your next campaign Handbook of Social Computing Peter A. Gloor, Francesca Grippa, Andrea Fronzetti Colladon, Aleksandra Przegalinska, 2024-03-14 Responding to the increasingly blurred boundaries between humans and technology this innovative Handbook reveals the intricate patterns of interaction between individuals machines and organizations Using cutting edge data and analysis expert contributors provide new insight into the rapidly growing digitalization of society The Best Digital Marketing Campaigns in the World II Damian Ryan, 2014-03-03 In the second volume of The Best Digital Marketing Campaigns in the World best selling author Damian Ryan presents an international showcase of the most successful digital marketing campaigns in recent history analysing what they did right and their impact This privileged insight into some of the freshest most creative thinking in the industry covers 40 new campaigns from 40 different agencies brands around the world 16 in the UK 5 in the US Canada and the rest from Europe Australia the Middle East and North Africa South Africa and South America Full of behind the scenes insights into campaign strategy implementation and results The Best Digital Marketing Campaigns in the World II explores how businesses and agencies large and small have harnessed social media blogs video email mobile and search to boost their brand and attract customers Covering a wide range of world class award winning campaigns from brands such as Activia Red Bull Heinz Harley Davidson O2 Peugeot Nike Samsung and UEFA and agencies including Tribal DDB Scholz and Volkmer Red Bee Bell Pottinger Wired We Are Social and Symbio Digital this is an inspirational must read for everyone working in marketing and advertising Sales Management for Start-ups and SMEs Anderson Hirst, 2024-09-03 Managers and entrepreneurs

know they have a great product or service but they may not know how best to sell it Useful for nearly any sector or industry this book is a thoroughly practical guide on how to build an excellent sales organisation brick by brick Creating an effective sales organisation is a challenge for many businesses and it s easy to waste resources on ineffective approaches Many MBA and executive education programmes do not cover sales management in any depth Filling this knowledge gap this guide will help readers to create their own unique high performing sales organisation that fits their product and market environment Evidence based and field tested it will gives answers to critical questions including Which sales process should we use How do we recruit retain and inspire our sales team What should we measure and how should we manage it What do great sales managers do Rich with case studies from the author s 25 years of sales consulting experience this book will appeal to a wide variety of managers and entrepreneurs who wrestle with the question How do I grow my business from sales directors to start up founders to MBA students

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