

Harry Gandolfi-Miller

Account Manager

Results-Driven Account Manager | Expertise in Strategic
Marketing & Multi-Channel Campaigns

079585 09473

gandolfimiller@icloud.com

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

Summary

Dynamic and client-focused Account Manager with a proven track record in delivering integrated marketing campaigns, high-profile event activations, and partnership management for leading clients in property, lifestyle, and B2B sectors. At Full Comms, I oversee multi-channel campaigns for high-value clients, including large-scale events requiring meticulous planning and cross-functional collaboration.

I bring strategic planning, creative execution, and data-driven insights to deliver measurable ROI. Adept at fostering client relationships and managing complex stakeholder networks, I thrive in fast-paced environments that require problem-solving, attention to detail, and innovative thinking.

Experience

Full Comms / Account Manager

November 2023 - Present, London, UK

Managed multi-channel campaigns for high-value clients, with budgets exceeding £500,000, focusing on event marketing, creative activations, and audience engagement.

Directed the planning and execution of a large-scale marketing campaign centered on a flagship event, overseeing all logistics, creative output, and post-event analysis.

Developed innovative digital strategies that aligned with client objectives, driving growth and retention.

Collaborated with creative, content, and PR teams to deliver high-quality work on tight deadlines.

Analysed campaign performance and delivered insights to refine strategies and achieve KPIs.

Smarter Media / Account Manager

December 2022 - November 2023, Swindon, UK.

Designed and executed integrated marketing strategies across SEO, social media, and content creation, delivering improved ROI and client satisfaction.

Provided end-to-end management of marketing projects, ensuring seamless delivery of client campaigns within budget and schedule.

Liaised with clients and internal teams to ensure clear communication and alignment of goals.

Inchcape Plc / Business Manager

September 2021 - December 2022, Swindon, UK.

Led the Autotrader initiative's digital sales strategy, achieving top rankings across the Volkswagen network.

Spearheaded data-driven campaigns that generated over £250,000 in revenue within six months.

Mentored a team of executives, optimising sales performance and ensuring compliance with industry regulations.

Skills

Client Relationship Management

Multi-Channel Campaign Strategy

Sponsorship Activation & Event Marketing

Digital Account Management

Data Analysis & ROI Reporting

Creative Collaboration (Content, PR, and Digital Teams)

Project Coordination & Stakeholder Management

Tools: Microsoft Office (Excel, PowerPoint), CRM Platforms

Education

Fundamentals in Digital Marketing (Google Digital Garage Certification)

A-Levels: Psychology, History

GCSEs: 10 Subjects (Grades A-B)

Key Achievements

Event Activation Leadership

Successfully managed a year-long marketing campaign culminating in a large-scale client event, overseeing cross-functional delivery and exceeding attendance targets.

Partnership Success

Established pivotal client partnerships, unlocking two years of projected revenue growth and securing long-term business development opportunities.

Business Development and Retention

Achieved a 95% client retention rate by consistently delivering exceptional service and results, furthering business and revenue growth.

Revenue Impact

Generated £250,000 in product income within a six-month period through strategic market analysis and targeted digital sales initiatives.