

Noah Albers

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CERTIFICATIONS

- Every Google Ads Certification
- Google Analytics Certification
- Neo4j & LLM Fundamentals
- Meta Certified Digital Marketer
- Webflow 101 Certification
- Health & Safety Certified
- CPR-C Certified
- Standard First Aid
- Food Handlers Certificate

REFERENCES

Spencer Monteiro

Director of Growth Operations,
The Ad Leaf Marketing Firm
(321) 255-0900
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Jackie Mickelson

Vice President of Franchising
and Emerging Markets,
The Ad Leaf Marketing Firm
(321) 255-0900
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Calista Muncy

HR & Special Projects Manager,
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Sean Davis

Founder and President,
The Davis Media Company
(888) 705 8879
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Mark Ament

Vice-President,
Sudbury Indoor Tennis Centre
(705) 561 0050
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Dr. Olathe MacIntyre

Staff Scientist,
Space Place and Planetarium,
Science North
(705) 522-3701 ext. 341
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Additional references can be
given upon request

SUMMARY

Experienced professional with a background in management, business strategic planning, and executive leadership. Adept at developing innovative strategies to enhance organizational efficiency and drive measurable growth. Proven ability to foster stakeholder relationships, lead diverse teams, and manage complex projects. Expertise includes financial oversight, digital marketing strategy, full stack web development, CRM development, sales engineering, and client relationship management. Passionate about community involvement with extensive volunteer experience in finance and education.

WORK HISTORY

Director of Business Development & Marketing, Advanced Collection Bureau 1 Year, 5 months — February 2025 - Current — Cape Canaveral, Florida

Leading all marketing, branding, and business development initiatives for a growing collection agency. Engineered a comprehensive digital marketing strategy that increased inbound lead volume by 60x within one year, transforming ACB's online presence from minimal visibility to national search engine rankings across major platforms including AI-driven search tools. Designed and built a custom in-house lead management CRM from the ground up, streamlining the intake pipeline, automating lead scoring and qualification, and enabling real-time reporting for sales. Rebuilt the company website to serve as a high-converting marketing asset, driving organic traffic and establishing authority in the debt recovery space. Continue to manage CRM systems, develop sales enablement materials, and refine client onboarding processes.

Growth Division Leader, The Ad Leaf Marketing Firm

4 Months — November 2024 - March 2025 — Melbourne, Florida

Leading a dynamic team to deliver exceptional results for clients by streamlining workflows, optimizing CRM systems, and driving operational efficiency. Responsible for hiring and training team members, running strategic meetings, and maintaining detailed performance reports to ensure client success.

Business Development Manager, Advanced Collection Bureau

9 Months — March 2024 - November 2024 — Cape Canaveral, Florida

Primary focus is on expanding our client base by targeting new opportunities across multiple verticals. I play a key role in streamlining internal processes, managing our CRM system, and empowering our sales team for success. This includes creating comprehensive sales guides, case studies, and refining our client intake process for a seamless onboarding experience. Spearheading ACB's marketing and branding initiatives, crafting compelling content and designing an engaging website to showcase our unique value proposition.

Senior Account Executive, The Davis Media Company

1 year, 7 months — September 2022 - March 2024 — Toronto, Ontario

Oversaw a diverse range of publications and advertising partnerships, focusing on revenue growth and maintaining long-term relationships with clients. Formulated and executed marketing strategies to boost brand visibility and engagement through close collaboration with associations and stakeholders. Specialized in effective communication and negotiation tactics. Ensured top-notch client service and fostered a team-centric work environment for seamless cross-functional integration.

Executive Director, Sudbury Indoor Tennis Centre

3 year, 4 months — June 2019 - September 2022 — Sudbury, Ontario

Spearheaded the development and implementation of novel workflow systems to maximize staff efficiency and customer satisfaction. By conducting strategic planning, SWOT analysis, marketing, and capital planning, drove growth and success for the organization. Responsibilities included hiring and training staff, establishing management chains, and overseeing daily operations. Administered strong communication with the board of directors, presenting financials and operational updates to ensure alignment with the club's vision and goals.

Office Manager, Sudbury Indoor Tennis Centre

1 year, 3 months — April 2018 - June 2019 — Sudbury, Ontario

Streamlined workflow processes, developed and conducted staff training programs, and served as a liaison between the club's senior management and staff. Successfully managed administrative tasks, ensuring their timely and accurate completion. Created and submitted various reports to the Board of Directors and Club Management, contributing to the organization's strategic decision-making.

Science Demonstrator, Science North

10 years, 2 months — January 2012 - February 2022 — Sudbury, Ontario

Delivered engaging and informative science experiences to audiences of all ages, effectively communicating complex scientific concepts in an accessible manner. By staying up-to-date with the latest scientific discoveries and research, practiced content relevancy and accuracy in presentations. Involved maintaining exhibit areas, delivering school programs and workshops, and supporting all aspects of the science center. Strong public speaking and people management skills were essential to this position.

EDUCATION

A.A. - Pathway to UCF Aerospace Engineering, Eastern Florida State College
Melbourne, Florida — March 2025 - December 2026 (2 years)

Diploma of Business Administration, Cambrian College

Sudbury, Ontario — September 2018 - January 2021 (3 years)

VOLUNTEER HISTORY

Program Volunteer, Daily Bread

1 year, 10 months — May 2024 - Current — Melbourne, Florida

Part of the Fresh Start team, providing hygiene items, clean clothes, mail services, and shower services.

Director of Finance, Independent Living Sudbury Manitoulin

1 year — November 2021 - November 2022 — Sudbury, Ontario

Responsible for overseeing the financial operations and financial planning. Creating budgets, ensuring ILSM is on track to achieve goals. Established and managed ILSM's financial strategic plan to ensure profitability and working hand in hand with bookkeepers and accountants.