

Randall Rensch

FinQuery@Rensch.com +1 718-577-0005 Kew Gardens (New York City), NY 11415 and worldwide

Senior Marketing Copywriter | UX/CX Thinker | Content Writer | Editor

www.Rensch.com FullStackUXwriter.com [Linkedin.com/in/randallrench](https://www.linkedin.com/in/randallrench) [Instagram.com/randallrench](https://www.instagram.com/randallrench)

Skilled and insightful at marketing and explaining financial products and services to consumers, financial professionals, and business customers.

Experienced with a wide variety of financial services marketers, I have introduced new products and solved marketing problems such as brand and category reputation repair, parity positioning, and consumer skepticism.

BROAD EXPERIENCE and ATTENTION TO DETAIL

- **All marcom media.** I have written advertising, advertorials, user and financial guides, explainers, specifications and sell sheets, and hundreds of articles on subjects ranging from personal finance, acting, psychology, and business practices, to fintech, audio engineering and industrial machinery.
- **Turned technical and detailed information into human communication.**
Well-researched, organized, reader-relevant, easily understood, and on deadline.
- **Worked independently, and effectively functioned as a staff member of various agencies and types of companies.** Earlier in my career, I wrote full-time at ad agencies and broadcasters, on business-to-business (B2B) and consumer accounts, winning an Effie.

RESULTS and ACHIEVEMENTS

- Mailer series drew **40% response** from chief pilots and CEOs.
- Countered yogurt shake competitors by finding a way to make the Dannon product drinkable, for a **rapid-response campaign with minimal investment.**
- **Effie Award** for effectiveness. Increased IHOP sales **30-100%**, sustained +10% growth.
- **Addy Award** (sales promotion): Wausau Papers.
- **National Retail Merchants Assn Award:** Blacksmith shoes, radio.
- **Quoted** in *Complete Guide to Creating Successful Brochures* and other books on copywriting.

PORTFOLIO and DETAILS

Creative Portfolio: Rensch.com/samples

UX Thinking: FullStackUXWriter.com

Detailed resume: Rensch.com/resume

Core industries/media: Rensch.com/core

Editing samples: Rensch.com/editor

List of services: Rensch.com/services

EXPERTISE (core competencies) Marketing Communications creative concepts • Account contact (input/presentation) • Strategy • Campaign extension • Social media • Search Engine Optimization (SEO/SEM research/copywriting) • Website planning, UX design, creation, management • Newsletters • Editing • Editorial content/research • Storytelling/Narration • Naming/branding • Email • Telephony • All traditional media (mail, signage, video, etc.) • User manuals/consumer guides • Blog posts

FINANCIAL (examples): Chase • Citibank/CitiFinancial Mortgage • Chemical Bank • Legg Mason • Advanced Patient Advocacy • Real estate firms • Raymond James • Bank On Hold • Local/regional banks • EDI and other fintech • VCs • Manufacturers Hanover • Source Commodities • T. Rowe Price

MORE

RANGE OF EXPERIENCE (examples) IBM • United Technologies • Domco • car dealers • Clariant • Simplex • IHOP • Körber PaperLink • Wausau Papers • KLM • Edge Studio audio • Coca-Cola • IT services

SOFTWARE Proficient: Word / Windows / HTML / CSS / PHP / Photoshop / Major browsers / Facebook / Instagram / Wild Apricot. **Familiar with:** PowerPoint / JavaScript / MySQL / Excel

PROFESSIONAL EXPERIENCE

OCT 1994 - PRESENT (FREELANCE / CONTRACT)

RECENT EMPLOYERS INCLUDE:

- **Edge Studio, LLC** For more than a decade, this recording studio, which also specializes in the training of voice actors, has steadily grown to be a leader in both fields, with the support of my sales copy, educational content, and guidance. I wrote a large portion of their website copy (including SEO), marketing presentations, and weekly articles on wide-ranging industry topics, from technique and psychology, to home-studio technology and business practices. Also edited the writing of the CEO and guest bloggers, and technical proposals. Rensch.com/testimonials
- **The Transformation Agency / The Faulkner Group** Long a collaborator with this company's president, I have contributed to strategic planning, creative conceptualization, and campaign development. Served as trusted sounding board and contributor to innovative marketing ideas. Clients included investing services (Legg Mason, Raymond James), financial back-office services, retailers, branded and custom medications, medical technology. Rensch.com/testimonials

PREVIOUS STAFF EXPERIENCE (with principal accounts)

- **Bryant Inc., Copywriter** — AlliedSignal (*Anso nylon*), Azrock (*tile*), Domco (*flooring, retailers*)
- **McCaffrey & McCall Direct, Copywriter** — T. Rowe Price (*mutual funds/financial services*)
- **Hammond Farrell, Copywriter** — ASEA (*industrial equipment*), Airco (*gases*), etc.
- **Marsteller, Copywriter** — Chemical Bank (*B2B*), Source Securities, Dannon (*CPG food*), Iveco (*trucks*), Sikorsky (*aircraft*)
- **Edwin Bird Wilson, Copywriter** — Manufacturers Hanover (*wholesale/retail bank*)
- **Saxe Mitchell, Copy/Contact** — IHOP (*restaurant, regional dealers association*)
- **WSNL-TV, Copywriter/Scriptwriter/Producer** — retailer advertisers
- **Independent Copywriter/Producer/Talent for radio commercials** — retailers
- **WLIX Radio, Copywriter, Producer, Commercials talent** — retailers

RELATED EXPERIENCE

Voice actor, narrator, and audio producer. Having begun my career in radio advertising (writer, producer, talent), more recently I have had a relationship with Edge Studio as writer and voice talent. This experience benefits other clients by giving me extra insight into writing for TV, video and radio.

Swiss Ski Club of NY. Collaborated on leadership board of this regional volunteer sports/social club with members from many countries and cultures. Mentored others in strategy and details of operations, spirit, and member acquisition/retention. Database standards and administration. Managed correspondence, including marketing to businesses/organizations. Website planning, content, and operations. Email copy. Event planning. Documentation (established a wiki); more.

EDUCATION

University of Illinois, Urbana-Champaign, IL Bachelor of Science, Communications (Journalism)

School of Visual Arts. Various courses in Advertising conceptual development, similar to other courses taken, taught by leading creative directors.