



# JESSE SELLS

## Content Design | Copywriting

### ABOUT ME

I craft conversational, on-brand, and high-converting copy for B2B and B2C companies.

### EXPERIENCE

#### Copywriting & Content Design Mgr. Wellhub (Formerly Gympass)

April '24 – Present

All-in-one corporate wellbeing platform offering the largest network of physical and mental wellbeing services worldwide.

Responsible for defining, applying, and enforcing brand-forward copy across all marketing channels.

- **Promoted:** Elevated to manager grade in 2024
- **A/B Conversion Testing:** Crafted new headline tests on OLPs, resulting in a 91% lift in overall B2C conversion.
- **Website Redesign:** Enhanced copy and IA for new website, resulting in a 26% YOY increase in conversion performance.
- **AI implementation:** Designed custom Gemini Gems as agents to assist other marketers with SEO, GSO, and brand voice & tone.
- **Video Scripts:** Created unique scripts and manifestos for product launches and feature updates.
- **Product & User Flows:** Worked with product teams to refine user flows for onboarding and self-checkouts.
- **Brand Identity:** Developed verbal identity assets and guidelines to promote the official company brand updates in 2024.

#### Brand & Website Copywriter

May '22 – March '24

Responsible for developing all website copy and optimizing UI design for conversion.

- **Product Marketing Messaging:** Created official message houses to guide GTM launches, company campaigns, and positioning.
- **User Research and A/B testing:** Advised and revised all test materials including user questions, instructions, and data analysis.
- **UX Content Style Guides:** Built their first-ever UX writing style guide for the web to document and standardize best practices.
- **Brand Campaign Launches:** Contributed taglines and top-funnel creative concepts for stunts to increase awareness.

### CONTACT

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### SKILLS

- Copywriting & UX writing
- Brand voice development
- Content style guides
- User journey mapping
- Message houses
- Onboarding & checkout flows
- UX writing for accessibility
- UX writing for localization
- SEO Optimization
- AI workflow implementation
- Design thinking
- Script writing

## TOOLS & PLATFORMS

- Figma / Figma Make / Miro
- Gemini / ChatGPT
- Claude / Perplexity
- Canva
- Gsuite
- Asana / Clickup
- Usertesting.com
- Intercom
- WIX / WordPress
- Google Trends

## EDUCATION & CERTIFICATIONS

AI in Content Design  
**UX Content Collective**

User Research & Testing  
**UX Content Collective**

UI/UX Bootcamp  
**General Assembly**

Bachelor of Arts, Theatre  
**San Francisco State University**

## INTERESTS

- Jamming on piano and drums
- Cooking an epic dinner at home
- Sweating it up at hot yoga
- Hiking and spending time in nature

## EXPERIENCE CONTINUED

### Lead Copywriter Pixelfy.me

Oct '21 – April '22

Startup eCommerce brand providing URL and link tools to build brand awareness, track traffic, and optimize retargeting.

Worked directly with the Director of Design to create unique copy for the website and checkout flows to boost conversion.

- **Brand Voice Strategy:** Developed web copy brand voice and ensured consistency across all product and brand platforms.
- **A/B Testing:** Ran regular testing on CTA and HIs to collect data and improve high-conversion components.
- **Email Campaigns:** Built campaigns and trigger-based customer flows in Intercom to enhance open rates and CVR.

### Brand Marketing Manager RebateKey

Dec '19 – May '21

An eCommerce marketplace for buyers and sellers, driving product sales by offering cash back rebates to online shoppers.

Worked directly with the CEO to create a witty, playful, and customer-centric brand voice across multiple channels and media.

- **Brand Assets:** Work in tandem with design teams to build microcopy in tune with brand voice and customer journey.
- **Communications & PR:** Co-wrote and submitted two press releases in Q1 & Q4 gaining features in Yahoo Finance.
- **Ad Campaigns:** Grew sales by 200% from 2019–2020 through short-form top-funnel video ads featured on Facebook.
- **Video Scripts:** Wrote and produced full-length online commercial featured on the company website and social media channels.

## PERFORMANCE REVIEWS

"Jesse often takes on a leadership responsibility in projects and acts as a liaison between brand, web, and product which makes tasks run smoothly."

Melissa O. | Sr. Manager Web Strategy

"Jesse's energy is one of a kind. He combines kindness, creativity, diligence, and organization into one unique marketing package."

Yoni S. | VP of Brand & Product Marketing

## REFERENCES

Available upon request