

A'lei Beauty Marketing and Product Management

Effective

09/27/2021

Revision

1.0



Kendra Johng **Technical Writing Portfolio**

Last Updated: March 2023

Introduction:

Hi! I'm Kendra (Dadisman) Johng, a creative and experienced technical writer, dedicated to developing fundamental policies and procedures for clients of various industries such as technology, manufacturing, safety, pharmaceutical, health insurance, medical devices, digital marketing, etc.

Currently, I am a consultant to the U.S. Environmental Protection Agency (EPA) with Systalex Corporation, supporting various drinking water applications. When managing project deliverables and tracking project metrics, I focus on continuous process improvement, compliance with internal/external standards and regulations, and effectively identifying and mitigating risks. Communicating and collaborating with clients, project managers, product owners, Subject Matter Experts (SMEs), database analysts, cloud architects, developers, and testers is imperative when creating quality documentation throughout the entire development life cycle.

Please refer to my LinkedIn profile for a more comprehensive list of responsibilities regarding my professional experience. When I'm not staring intensely at three monitors to collaborate with teams or review and edit documents, you'll find me outside skateboarding, or drawing with my iPad at a coffee shop. I look forward to working with you!

Professional Experience: 6+ years Certif

Education: University of Arizona | Bachelor's Degree in Public Health

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Certifications:

- DHS Trusted Tester | Department of Homeland Security
 OAST | ID: TT-2302-03961 | 2023
- Authoring Accessible Documents Certification | Office of Accessible Systems & Technology (OAST) | 2022
 - Microsoft Office Word Documents, Microsoft Excel Documents, Microsoft Office PowerPoint Documents, PDF Documents
- Six Sigma Green Belt | Villanova | 2021
- Associate Safety Professional | BCSP | ID: ASP-32138 | 2020
 - Certification expired; I elected to stop paying the annual ASP certification renewal fee since I am no longer working in the field of Environmental Health and Safety

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Objective

The purpose of this Standard Operating Procedure (SOP) is to provide the method behind marketing, quality control and product inventory process of

A'lei Beauty.

Scope

This SOP applies to the Director of the business who performs each of the processes described in this document. There are currently no other employees

involved in this process.

Marketing

Part I. Product Release

Follow the steps below for product release. This process begins after the product has been manufactured and stocked.

#	Step	Action
I	Begin Pre-Launch for customers	 The Pre-Launch is a 2-week process. Send an email and text message with the following information to all subscribers: Discount code Invite for the virtual launch event Depending on the product, subscribers may receive a notice of a free gift
2	Ship out test product to VIP members	 Once the launch item is in stock, prepare and ship the product to VIP members. VIP members will have 4-6 weeks to test out this product and leave reviews.
3	Automated product review notification for VIP members	 An automated email will be sent out to the VIP members that received the product to test and review. Customers will communicate via email/Instagram Direct Messaging (DM) to review the product and communicate with the business. Email reminders for sending in product reviews will be sent periodically during this 4–6-week period.
4	Begin Tagged App livestream	 Tagged App livestreams are scheduled for 10am EST on Saturdays. Begin the livestream using Tagged App and display new product releases.



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#	Step	Action	
5	Prepare product for public launch	 Organize the product and inventory upon arrival from the supplier(s) (Refer to the <u>Quality Control (QC)</u> section for additional instructions). 	
6	Customers purchase items from the online store	 Customers purchase items from <u>aleibeauty.com</u> If customers have any issues, they will contact A'lei Beauty via website contact form/Instagram DM/email. 	
7	Pack and ship orders	 Package and ship orders from the business office. Fill each order with confetti, tissue paper, thank you cards, and a piece of candy. Add a barcode sticker (if applicable to that product). 	
8	Wait for customer feedback	 Wait and review customer feedback sent in via email/Instagram DM or tag. Post/share customer reviews and selfies on Instagram and the website. NOTE: Consent for sharing selfies and posts is outlined in A'lei Beauty Terms and Conditions. 	

Part 2. Preorder (Performance Indicators)

Follow the steps below to review and analyze monthly metrics. These metrics are collected and reviewed to gain a better understanding of the customer's needs, the times customers interact with social media posts, etc.

#	Step	Action
ı	Review metrics from Shopify	Use analytics/metrics provided on Shopify to review customer clicks and the peak time for shopping customers on the website.
2	Review the metrics from Orange Metric Tracking App	Review the analytics/metrics feature provided by the Orange Metric Tracking App.
3	Download all metrics from applicable platforms	Download all metrics once a month from each applicable platform.
4	Update platforms according to metrics	After reviewing the monthly metrics for each platform, update social media and posting schedules as applicable for maximum optimization.



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Part 3. Social Media

Review the table below for managing all social media platforms.

Platform	Description	
Instagram Bost	Frequency: 6-7x per week	
Instagram Post	Time: 10am EST / 3pm GMT	
Instagram Stories	Frequency: 5-6x per day	
instagram Stories	Time: Varies	
Tagged App	Frequency: Every Saturday	
(Livestream)	Tim: 10am EST / 3pm GMT	
Facebook	Post via IG share feature	
YouTube	Upload once a month	
TikTok	Frequency: 3x per week	
TIRTOR	Time: Varies	
Pinterest	Frequency: Once per week (average)	
rinterest	Time: Varies	
Website	Updated for new product releases and holidays	

Quality Control (QC)

Part I. Hygiene for Products Created In-House

Follow the steps below for controlling the quality of products once they arrive from the supplier, and QC for products created in-house.

#	Step	Action
I	Receive product from the supplier	 Visually inspect for the integrity of product. Ensure there is no physical damage and verify the printing on the products is correct. Keep everything in bubble wrap until ready for packaging orders.
2	Don the proper hygiene equipment for creating inhouse products	Don the following hygiene equipment for creating in-house products such as remixing lip glosses, handling glitter, and utilizing the package sealing equipment: Standard face mask for handling glitter Gloves when remixing lip glosses Heat-resistant gloves when handling the bag sealer (heating equipment). Use caution when handling and storing properly. Unplug equipment when not in use.
3	Sanitize workstation	Sanitize workstation before and after use.



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Part 2. Quality Control Upon Arrival

Follow the steps below for performing QC upon product arrival.

#	Step	Action	
I	Receive product from the supplier	 Visually inspect for the integrity of product. Ensure there is no physical damage and verify the printing on the products is correct. Keep everything in bubble wrap until ready for packaging orders. 	
2	Determine the quality of the product	If The product is NOT good (signs of damage, incorrect spelling, etc.) The product is GOOD	 Then Take a photo and send it to the supplier. Request for a refund for the damaged products. Use damaged product as a free gift for a customer. Properly store the product on the shelf and prepare for packaging
3	Highlight all purchased products on receipt before shipping	When packaging orders, ensure each item on the receipt is highlighted before shipping.	

Product Inventory

Part I. Quarterly Stock Check

Follow the steps below for performing a product inventory. Sometimes A'lei Beauty will gift influencers or high-buying customers with free products. It is important to update the product inventory once per month.

#	Step	Action
I	Physically count each product	Verify the count with the product inventory number shown in the Shopify system.
2	Purchase barcodes and apply to applicable	 Some products require a barcode sticker. Purchase the barcodes and apply the stickers to applicable
	products	products.



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Revision History

Revision and Date	Author	Description of Changes	Justification of Changes
1.0 09/27/2021	Kendra Johng	I. New document.	Created new work instruction to document the marketing and product management process.
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