

PERSONAL STYLIST- WOMEN'S DESIGNER

Summary

Eager to work in a fast-paced customer focused environment driven to expand sales volume by utilizing developing technology. Proficient at understanding client needs and collaborating on a creative vision to exceed expectations and deliver results conducive to cultivating relationships and growing business.

Skills

Microsoft Office: Word

PowerPoint

Excel

Experience

Personal Stylist- Women's Designer 05/2014 to 02/2017 Company Name City , State Leverages knowledge of design and brands to create a personalized experience to individual clients based on dressing concerns. Nurtures relationships by creating impactful appointments accompanied by planned follow-ups. Effectively time manages consultations with future clients while servicing those within the store. Utilizes internal digital application wardrobing clients on their terms. Implements communication templates via text and email regarding selling campaigns and customer rewards incentive programs. Integrates tools to improve customer retention and achieve significant level of designer selling volume. Sales Associate- via C department 02/2010 to 05/2014 Company Name City , State Relocated personal clientele to a competitive top volume door. Profited in business development in an elevated women's designer department. Effectively time managed customer service to create a personalized experience while maximizing sales volume. Regularly attended product knowledge seminars allowing delivery of service at the highest level. Initiated conversations with management when unexpected problems arose to ensure future success amongst the team and client relationships.

Sales Associate, Savvy department 06/2006 to 02/2010 Company Name City , State Successfully assisted customers in choosing outfits that were consistent with needs and budget. Developed relationships to offer value to the customer experience. Increased sales volume by suggesting additional items at point of service. Advanced visual presentation of merchandise on the selling floor. Adapted numeracy skills when conducting transactions with customers.

Team Member 08/2004 to 06/2006 Company Name City , State Delivered friendly and prompt service to customers. Managed stock levels to prevent shortage of items. Contributed to maintaining company integrity during each transaction. Performed as a training mentor and shift lead during critical times.

Achievements

2016 Net Sales Volume- \$783,210

Own Your Business Chart- 58.1% exceeding 40% expectation

Cross-Sell Reporting- 48.7% exceeding 30% expectation

Personal Stylist- 3 Years

Quarterly Top Tier Volume- 3 Quarters

Quarterly Pacesetter Volume- 5 Quarters

Yearly Pacesetter Volume- 2 Years

Customer Service All Star- 2 Years

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Education and Training

Bachelor of Arts : Business Administration (Marketing) 2008 California State University Fullerton City , State