

ASHLEE WALKER

Assistant Manager | Fashion Stylist | Sales | Key Holder | Supervisor

CONTACT

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EDUCATION

THE FASHION INSTITUTE OF TECHNOLOGY

Manhattan, NY

Associate in Arts (A.A.) Fashion Design
(Jun 2018)

ADDITIONAL SKILLS

Superb eye for style • Outstanding leadership techniques • Exceptional organization skills • Excellent time management • Customer Service • Adaptive team player • Great communication skills • POS System

CAREER OBJECTIVE

A Creative, hands-on fashion professional who is well versed in working with high-end retail establishments. Has a strong aesthetic sense and a keen eye for color, design and quality. Seeking an opportunity to bring further success to a company where I can utilize my fast paced abilities, fashion knowledge and outshine in selling fashion apparel and accessories to consumers.

EXPERIENCE

MANAGER, FASHION STYLIST, SALES, CASHIER

Mango US, Manhattan, NY / Jul 2020 - Present

- Manage staff • Maintain inventory • Update store displays • Coach, counsel, recruit, train, and discipline employees. • Ensure merchandise is clean and ready to be displayed. • Identify current and future trends that appeal to consumers. • Ensure standards for quality, customer service and health and safety are met. • Maintain store's cleanliness and health and safety measures. • Help retail sales staff achieve sales targets. • Handle customer questions, complaints, and issues. • Keeping records of expenditure, sales figures, and employee performance. • Monitoring shelf stocks and product displays, and the general appearance of the store. • Training new staff members and scheduling shifts. • In-depth knowledge of product and consumer trends, and marketing strategies. • Opening and Closing the store.

FASHION STYLIST, SALES, CASHIER

Saks Fifth Avenue, Manhattan, NY

- Greeted each consumer and asked questions to determine fashion needs. • Steamed and ironed items in preparation for professional events. • Created strategies to develop and expand existing customer sales, resulting in 20% increase in monthly sales. • Provide product details, including fabrics, wash care instructions, prices and discounts. • Skilled in figure and body proportion analysis, makeup application and jewelry selection based on facial shape. • Excel in wardrobe planning, dressing for events, coordinating clothing and gauging sizes. • Explain store-member benefits and encourage customers to sign up. • Report anything unusual, or any major incidents to management. • Managed the entire shopping experience for the consumer by putting together outfits and providing personalized style tips. • Describe merchandise and explain use, operation, and care of merchandise to customers. • Help customers try on or fit merchandise.

FASHION STYLIST, SALES, VISUAL MERCHANDISER, CASHIER

Century 21 (Next Century), Manhattan, NY

- Collaborated with stylists to bring together products, new wardrobe pieces, and props to visual merchandise the store. • Developed and

maintained relationships with new and existing customers, teams, and communities. • Offered customized personal styling services and provided style-related advice to clients. • Researched out-of-stock items to find additional inventory in other store locations. • Answered incoming telephone calls to provide information about products, services, store hours, policies and promotions. • Created retail displays to highlight particular products and drive sales according to corporate strategy. • Maintained a friendly and outgoing personality to promote a positive work environment and build customer loyalty. • Managed cash register operations by using POS system to process sales and returns.

SALES, KEY HOLDER, CASHIER

Snipes (KICKSUSA), Harlem, NY

- Maintained knowledge of current promotions, policies regarding payment and exchanges, and security practices. • Placed orders in store for customers and called other stores to find desired items. • Recommended merchandise based on customer's needs. • Operated a cash register to process cash, check and credit card transactions. Guided customers in choosing items that reflected personal style and shape. • Explained information about the quality, value and style of products to influence customer buying decisions. • Replenished floor stock and processed shipment to ensure product availability to customers.

FASHION STYLIST, SALES, VISUAL MERCHANDISER

Urban Outfitters, Manhattan, NY

- Supported managers with organizing store and showcasing new items in eye catching displays to attract consumers and enhance sales. • Superior communication skills to converse with customers, co-workers and managers. • Ability to create looks for different styles, occasions and body types. • Used time efficiently when not serving customers, including folding clothes and cleaning out fitting rooms. • Vehement about fashion trends, cycles, forecasting, color theory and visual techniques, such as pattern-making and draping. • Promote free Urban Outfitters rewards membership.

FASHION STYLIST, SALES, CASHIER

Adidas, Manhattan, NY

- Sales associates should meet their personal sales goals and also strive to meet goals for special incentives. • Associates should remain informed about new products, special sales and promotions. • Help keep costs down by complying with inventory control and loss prevention. • Monitor the sales floor and interact instantaneously with new customers entering the establishment. • Handle financial transactions at the cash register or counter (for example, processing cash, check, credit card, debit card and gift card payments). • Strong communication skills and a courteous attitude to interact well with customers, colleagues and superiors. • Have patience and tact to deal with problematic customers, as well as a tidy appearance to represent the business professionally.

SALES, CASHIER

Macy's, Queens, NY

- Superior oral communication skills to converse with customers, co-workers and managers. • Basic arithmetic. • Dependable and productive. • Operating cash registers, managing financial transactions,

and balancing drawers. • Follow Macy's procedures for completing sales and making returns efficiently. • Must stand for a minimum of two hours at a time, move around and restock merchandise. • Directing customers to merchandise within the store. • Introducing promotions and opportunities to customers. • Flexible Schedule.

GYMNASTICS COACH

Cherry Lane Gymnastic Center, Long Island, NY

- Develop an instructional program for gymnastics students. • Adjusted coaching techniques, based on the strengths and weaknesses of athletes. • Coordinated Workouts Focusing on Strength, Flexibility, Basics, & Body Shaping. • Helped athletes develop goal setting and achieving, time management, teamwork, and good sportsmanship. • Keep up to date on the current rules and regulations of USA Gymnastics.