

SAMANTHA J. CAPUTO

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Personable , driven and team oriented Sales Account Manager with a strong commitment to professional development.

Education: 2004- 2009

Marymount Manhattan College, New York, NY

Bachelor of Arts: Psychology

Alvin Ailey American Dance Theater

Fellowship (Scholarship) Program Concert Dance

Professional Experience

Ann Taylor Factory Store

Sales Lead/Associate

December 2019 –March 2020

- Supporting the business strategy & adjusting to effectively reach goals
- Driving revenue by proactively managing the client experience
- Utilizing tools to ensure a client focused team environment
- Executing visual merchandising displays
- Driving volume and anticipating clients while communicating

Caputo International Inc.

Account Manager

June 2009 - August 2019

- Provide estimates for sales of custom fabrication, delivery & installation of marble and granite table tops for furniture manufacturers, dealerships and various vendors such as Knoll, Datasweiser, Benhar, AFD, Empire, BFI, EvensonBest etc.
- Created and maintained marketing tools, mailings and an online presence
- Organized projects, presentations and lunch and learns for a variety of architecture firms and interior designers
- Knowledge of MS Office, Word and Excel
- Redesigned showroom to cater to walk-in interior designers, architects and various commercial clientele

RP55 Group

Assistant to Northeast, Mid Atlantic, and Midwest Account Executive

February 2007 – May 2009

- Provided assistance with an umbrella of urban clothing lines including Azzure men and women, Indigo Red men and women, Imperial Junkie, Shmack, and Akoo (T.I.'s clothing line)
- Exclusive showroom model for all female brands within RP55 Group including women's Azzure denim for a photoshoot at a music studio owned by Sean "Jay-Z" Carter
- Maintained telecommunication system and call log to attend to showroom appointments for buyers
- Applied visual merchandising by creating displays for buyers
- Organized samples and sales orders both in the showroom and for travel
- Pressed garments and hung them in garment bags for customers
- Informed prospective purchasers about model number and price of garments

Fashion Footwear Associate of New York (FFANY)

Seasonal Footwear Model

- Footwear model for size 6-1/2 footwear at shoe expos in the NY Hilton Midtown & member showrooms for a variety of female brands including Beverley Feldman, FiFi & Elvis, Velvet Angels and Kenneth Cole.
- Dressed in pre-production samples and completed footwear products for photographs and displays while maintaining a healthy diet and svelte appearance in preparation for shoots.

Blac Label

Seasonal Showroom Model

- Dressed in sample and completed garments at an event sponsored by Nuvo.
- Took photographs with the singer Olivia of Interscope and G-Unit Records to create marketing materials

SAG-AFTRA

Performing Artist/Actress & Dancer

May 2011 to Current: NY, NY

- Over 25 years of training in a variety of concert and commercial dance styles including Ballet, Modern, Contemporary, Jazz, Hip-hop, Salsa, Hustle and African.
- Acting in various roles in film, television and Netflix including Law & Order, Person of Interest, Allegiance, Royal Pains, Smash Unforgettable, Orange Is The New Black, The Get Down, Deliver Us From Evil, and others.