Taina Dervil

Floor Manager / Key Holder

CONTACT

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EXPERIENCE

Supervisor

November 2022- Present | **Reiss, Roosevelt Field Garden City, NY**

- Organized workflow tasks to prevent downtime and production gaps.
- Responsible for helping put out products received from delivery for both Reiss Mens and Women's Pad.
- Answered client questions and made product recommendations according to their needs.
- Utilizing B-Connected in order to reach our best potential and Goal.
- Making sure that monthly goals, Quarterly are met

Key Holder

November 2021 - September 2022 | **Theory , New York, NY**

- Distributing day to day task to staff
- Assisted with New Employee Training
- Floor merchandising
- Ensuring floor is constantly stocked
- Managing morning as well as closing Alarm system going through all the proper steps and procedures.
- Led and directed team members on effective methods, operations and procedures

MIT / Floor Supervisor

June 2021 - February 2022 | **Karl Lagerfeld / Donna Karan , Garden City , NY**

- Created weekly schedules based on predicted staffing needs, budgets and employee requests.

- Utilizing client booking to further grow sales. Responsible for floor merchandising / stock reports.

CAREER OBJECTIVE

Highly motivated and business-minded professional with broad-spectrum experience in operations, sales, customer service, marketing and promotions. Results-oriented and motivated in achieving organizational goal, with working knowledge in key administrative and management field, and solid technical background that develops high-risks initiatives into outstanding financial success. People-oriented with excellent communication skills that conveys complex and innovative ideas to meet total customer satisfaction. A proactive team player known for continuously handling increasing responsibilities by earning fast-track job promotion; possesses well-defined time management skills and powerful communication, problem solving, and negotiation aptitude.

- Maintained frequent interaction with senior management to measure goal achievement and determine areas of improvement.

Regional Brand Manager

June 2019 - April 2021 │ **Lacoste , Garden City , NY**

- Negotiated contracts with vendors and distributors to manage product distribution, establishing distribution networks and developing distribution strategies.

- Evaluated marketing strategies based on knowledge of establishment objectives, market characteristics and cost factors.

- Handled all shipping, stocking and merchandising 3 Lacoste locations throughout Long Island. Responsible for weekly recap communications, meeting sales goals each month,

- creating quarterly PowerPoint for floor layouts, handling seminars to constantly better promote the brand.

- Weekly communication reports with store goals and store strategies .

Sales Associate / Brand Ambassador

September 2014 - June 2019 │ **Bloomingdales , Garden City , NY**

- Utilitizing B-Connect to grow stronger client relationships. Providing excellent customer service

- Maintaining $1M clientele while being responsible for two MENS brands (Lacoste and Robert Graham)

- Responsible for weekly company outreach for Bloomingdales. Monthly company outreach for Lacoste and Robert Graham

- Sold products being promoted and kept records of sales.

- Kept areas neat while working and return items to correct locations following demonstrations.

EDUCATION

Associate In Arts (A.A.) In Business Fashion Merchandising

Nassau Community College , Garden City , NY

High School Diploma

June 2008

Elmont Memorial High School , 11003, NY

LANGUAGES

- **French** Fluent

- **Spanish** Advanced

- **Creole** Native

References available upon request