

TAYLOR KALUSH

913.961.0436
TAYLORKALUSH@GMAIL.COM
OVERLAND PARK, KS

Sales Team Leader with 12+ years of experience maximizing sales revenues and developing client relationships. Detail-oriented professional recognized by peers for my effective creative thinking and communication skills.

EXPERTISE

Sales Target Management	Communication	Problem Solving
Creativity & Innovation	CRM	Social Media

WORK EXPERIENCE

EXTERNAL STYLIST April 2022 - Present
elysewalker / Remote

- A partner in styling sales and collaboration with Elyse Walker stores and elysewalker.com

INDEPENDENT CONTRACTOR Feb 2022 - Present
Self / Overland Park, KS

- Working with personal customer base to meet their stylist and administrative needs. (Styling, packing, organizing & more).

IN-STORE STYLIST & RETAIL SALES March 2023 - Aug 2023
Lauren Alexandra & Jorjy / Brookside, MO

- The first salesperson to facilitate sales and build relationships between both stores
- Assisted clients find the perfect gift or product for their home; Art, decorative accessories, furniture, etc. (Jorjy)
- Assisted clients with styling outfits for baby and toddler ages, created personalized gifts and special ordered items and cribs. (Lauren Alexandra)

ADMINISTRATIVE ASSISTANT March 2023 - Aug 2023
HR Fuzion / Liberty, MO

- Administered day-to-day tasks for client, including scheduling appointments, managing budgets and managing correspondence.

PERSONAL STYLIST & DESIGNER SALES May 2013- Feb 2022
Nordstrom / Overland Park, KS

- Implemented Nordstrom's sales model and blended it with my personal touch to meet the needs of my customers shopping experience.
- Built, expanded and maintained customer base over 10 years; creating long-lasting relationships
- Performed as a Top Seller at the store and region with customer service & tailored experiences
- Set and achieved sales goals, for both in-store, digital selling and out-of-town events, with effective use of selling tools
- Provided confident and honest feedback to customers about their style and overall goal
- Specialized in designer sales with 65% sales in designer categories
- Achieved Customer Service All-Star Award & Pacesetter statuses for sales range
- Positively and proactively handled customer concerns while prioritizing multiple tasks in a fast-paced environment.

CREATIVE CONSULTANT

April 2020-May 2021

Creative Living / Olathe, KS

- Assisted the founders with marketing, branding and social media messaging.
- Worked as a liaison between the brand and prospect members. Attended several conferences for Bob Proctor. Worked with the co-founders to promote their film The Ravine, as well as accommodate the cast and crew during film premiere.

BRAND AMBASSADOR/CREATIVE INTERN

May 2013-May 2015

Creative Living / Olathe, KS

- Creative Department intern assisting with social media, design planning, marketing events & trunk shows
- Modeled & featured product on social media
- Assisted founders in any administrative tasks

EDUCATION

Fashion Institute of Technology / New York, NY

Present

Continuing Ed., Fashion Business Management

University of Kansas / Lawrence, KS

2012-2016

B.S. in Journalism, Strategic Communications
Minor in Communication Studies

ACHIEVEMENTS & CERTIFICATIONS

Pacesetter

2018-2021

Nordstrom / Overland Park, KS

Gold Pacesetter

2017

Nordstrom / Overland Park, KS

Customer Service All-Star

2017

Nordstrom / Overland Park, KS

REFERENCES

Kristy Anderson

Nordstrom / Overland Park, KS

913.492.8111
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Anne O'dea, MD

University of Kansas Medical Center / KS

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Katie Frey

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Overland Park, KS

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