



# ELISSE T

## Personal statement

A proactive and enthusiastic individual with proven experience achieving sales targets and delivering excellent results for prestigious brands in the beauty and fashion industry.

An effective team player who can work independently, who is passionate and takes pride in delivering world-class customer service and sales techniques.

A self-driven individual, who thrives under pressure, and is eager, to develop and meet new challenges.

I am now looking to utilise the above skills within a corporate organization.

## Statistics

5'9"

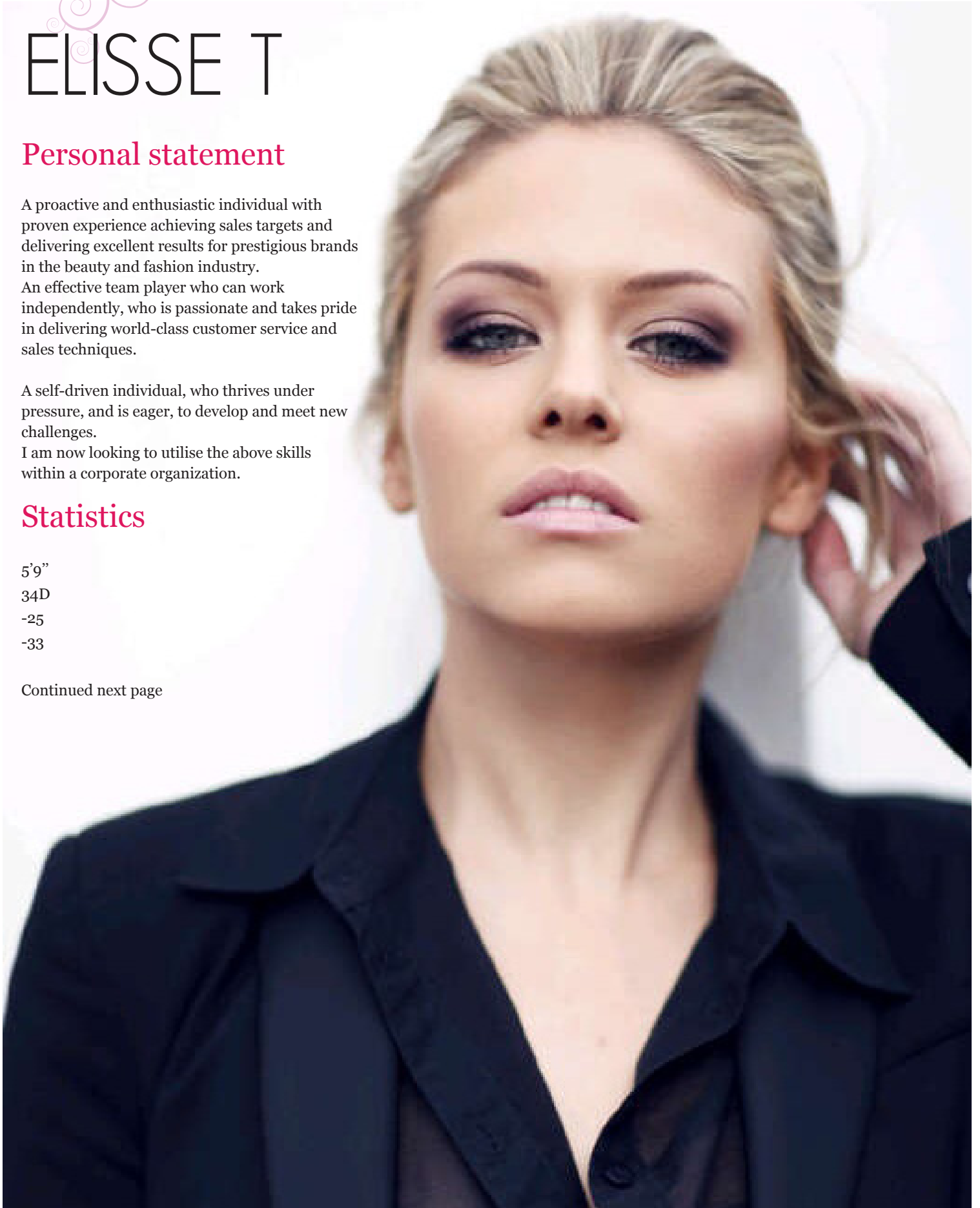
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Contact us today if you would like Elisse to represent your business



## Skills

- Exhibitions and Trade Shows Public and B2B,
- Excellent Approach, Invite ,Engage, Inform, Persuade, Retain, Introduce, Data Capture Skills
- Quickly learn any product and client brief and deliver .
- Product Sampling/Selling
- Demonstrator/Sales
- Corporate and Exhibition Hospitality
- Direct Product Sales
- Product /Service Launches and promotions
- Venue/Store Launches and Promotions
- Field Campaigns, Data Capture
- Experiential campaigns and promotions
- FMCG, Products and Services
- Targeted Sales Lead Generating/Appointment Making
- Brand awareness and leafleting campaigns and promotions
- P R and Publicity Campaigns
- Customer service – Achievement of 100% mystery shops, letters of commendation received from customers.
- Communication – Builds excellent work relationships with customers and colleagues alike.
- Motivation – A results driven individual who leads by example to achieve excellent results.
- Reliability – 100% attendance record, always prepared to go the extra mile to achieve excellent results.
- Creativity – Good at delivering new ways to achieve targets through event organization.
- Computer skills – Competent with excel, word, PowerPoint & Photoshop



### **Sue Devitt Cosmetics – Harvey Nicholls Birmingham 2012**

- Make-up artist/achievements of daily/weekly targets/ Merchandising/housekeeping/delivering excellent customer service/building strong customer base/stock management/ Promoting and advertising new merchandise and products effectively through selling skills

### **Christian Dior Cosmetics – Debenhams Coventry 2009-2011**

- Make-up artist/achievements of daily/weekly targets
- Merchandising/housekeeping/delivering excellent customer service/building strong customer base/stock management/ Promoting and advertising new merchandise and products effectively through selling skills

### **Yves Saint Laurent Cosmetics – Debenhams Coventry 2006-2009**

- Make-up artist/achievements of daily/weekly targets/ Merchandising/housekeeping/delivering excellent customer service/building strong customer base/stock management/ Promoting and advertising new merchandise and products effectively through selling skills

### **Warehouse (brand) Coventry – 2005-2009 (part time)**

- Customer care/cash and stock controls/merchandising/ personal shopping to increase sales and achieve targets/ Visual merchandising/admin

### **Dorothy Perkins – Alders Coventry 2004-2005**

- Customer care/cash and stock controls/merchandising/ personal shopping to increase sales and achieve targets/ Dealing with customer complaints/admin

### **At7 Centre Coventry 2001-2003**

- Restaurant events staff - This was a job that I did part time whilst still at school and my role was to wait on tables, collect glasses and prepare the rooms for parties & events.

## Work Experience

I have over 6 years experience in promotions and exhibition work. I have worked for various promotional events/exhibitions throughout England. Including recently;

- The BBC Good Food show,
- Aston Villa FC
- The Clothes Show Live

### **Other Work**

#### **Rolls – Royce Icen Centre**

- Front of House Co - ordinator
- **Self employed Beauty Therapist 2010-current.**
- Completed and passed Princes Trust Award to gain funding to start own business.
- Fully qualified Hollywood lashes and tan therapist – trained at the Ellison’s Academy.
- Built strong, regular customer base, successfully marketed through use of company website and social networking websites.



## Education

**Currently Studying BA Fashion Marketing at Northampton University**

**Access to Higher Education diploma (QAA recognised) at City College Coventry 2011-2012**

**Sociology:**

Introduction to Sociology Grade: 3 MERITS

The Sociology of Media Grade: 3 MERITS

**Criminology:**

Crime and Control: Grade: 3 MERITS

Crime and Society: Grade: 3 MERITS

Current issues in Criminology: Grade: 3 MERITS

Introduction to the Criminal Justice System: Grade: 3 MERITS

New Technology and Crime: Grade: 3 MERITS

Prison and Punishment: Grade: 3 MERITS

**Business:**

Marketing Research: Grade: 3 DISTINCTIONS

Planning a successful business: Grade: 3 DISTINCTIONS

Resourcing Business: Grade: 3 DISTINCTIONS

Sources of Finance: Grade: 3 DISTINCTIONS

**Henley College Coventry Childcare NVQ level 2 & 3 2005-2007 Including placement at Hill Farm Primary**