BRITTNEY KEEFER

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***Summary***

Accomplished and results-driven Sales Representative and Aesthetician with years of experience adopting proven methods to nurture client relationships, generate leads, and reach target goals. Incredibly positive and reliable. Adept at efficiently retaining clientele, leading to higher levels of productivity and sales. Dedicated to staying up to date with the latest spa services, offerings and technologies. Bringing forth a commitment to providing clients with the most pleasurable spa experience ever.

***Experience***

***Essence Esthetics/Aesthetician (self-employed)/Las Vegas, NV Jan-2018 – Present***

Provides skin care consultation to clients, provides facial massages, administers chemical peels, provides orientation to correct skin care problems, conducts facial and body waxing procedures, provides advice on selection and application of makeup, Promotes makeup and products for sale. Bringing forth a commitment providing clients with the most pleasurable spa experience ever.

***Bridgetek Communications /VP of Sales and Marketing/Las Vegas, NV May 2017 – Dec. 2017***

Directing and overseeing the sales force of an organization includes hiring, training, and motivating sales staff. Developing strategic plans for the sales and Marketing team to effectively sell the services. Meeting with customers to sell new services, aiding the sales team with customer meetings and seeking out new business through prospecting and marketing.

***Champagne Salon and Spa/ Las Vega, NV/Manager 03/2016 - 04/2017***

Maintained an updated schedule of all appointments, judgement and decision making, critical thinking, time management, active learning. Made sure all employees and clients were always heard and made happy. Served 85 - 95 clients per day. Oversaw daily operations.

***Renew Body Contouring /Houston, Tx/ Lead Aesthetician/Manager 02/2012 - 01/2016***

Trained and supervised casual and clerical staff. Processed client orders, invoices, and payments. Performed basic bookkeeping activities. Created and supported database records. Worked with the InMode machine, Fractora skin resurfacing, Coolsculpting and other various technologies. Directing and overseeing the sales force of an organization including hiring, training, and motivating sales staff. Developing strategic plans for the sales team to effectively sell products and services. Sales training, as well as rewards and recognition programs. Sought out new business through prospecting and marketing. Liaison with local authorities and vendors. Sales (Product and procedures.) Collaborated with plastic surgeons and dermatologists to provide patients with preoperative and postoperative skin care.

***Hyde Edwards Salon and Spa / Esthetician /Front Desk San Diego, CA. 06/2009 - 01/2012***

Create and support database records. Stay up to date of latest industry trends, products, research, and treatments. Decide which products or colors will improve clients' skin quality and appearance. Manage front office operations. Plan and organize meetings and events. Track and process annual fixed asset inventory. Refer clients to medical personnel for treatment of serious skin problems. Keep records of client needs and preferences and the services provided.

***Paul Mitchell the School / San Diego, Ca. Admissions Leader 01/2006 - 01/2009***

Review transcripts to ensure that students meet graduation or college entrance requirements. Write letters of recommendation. Maintain correct and complete student records as required by laws, district policies, and administrative regulations. Prepare students for later educational experiences by encouraging them to explore learning opportunities and to persist with challenging tasks. Evaluate students' or individuals' abilities, interests, and personality characteristics using tests, records, interviews, or professional sources. Counsel students about educational issues, such as course and program selection, class scheduling and registration, school adjustment, absence, study habits, and career planning. Instruct individuals in career development techniques such as job search and application strategies, resume writing, and interview skills. Education and Training. Create and support database records. Stay up to date of latest industry trends, products, research, and treatments. Decide which products or colors will improve clients' skin quality and appearance. Manage front office operations. Plan and organize meetings and events. Track and process annual fixed asset inventory. Refer clients to medical personnel for treatment of serious skin problems. Keep records of client needs and preferences and the services provided.

***Education***

**Microbladers** / Las Vegas, Nv. / **Microblading** Certification completed November 2020 (Apprenticeship Nov. 2020 - May 2021)

**Hyaluronic Pen** **Infusion** and Apprenticeship November 2020

**Bellus Academy** / Poway, CA, / **Aesthetics** 2009

**Grossmont High School** / San Diego, Ca, High School Diploma 1996-2000

***References due upon request.***