

Emily Yetsko

(607) 229-5156 | EmilyYetsko@gmail.com

Results oriented sales professional with over 7 years of experience within the fashion industry. A proven history of business growth, with an innate skill for building long standing client relationships. Excelled across many product categories utilizing various CRMs, and PLMs. A strong background in leadership and customer service, which includes startup experience. Proven ability to proactively adapt quickly to change.

Education

Fashion Institute of Technology, State University of New York | New York, NY | 2016
Bachelor of Science | Major: Fashion Merchandising Management | Minor: Italian Language
Polimoda | Florence, Italy | International Marketing | 2015

Professional Experience

Insider Creations | **Production + Account Manager** | New York, NY | October 2020 - December 2021

- Worked closely with onboarding team to ensure smooth transition for client
- Managed sales cycle with client from initial concept through delivery
- Utilized a CRM to manage proposals, product development, sales, and client activity
- Negotiated pricing, MOQ, delivery
- Managed CAD design team of 4 including training in our online portal
- Held weekly meetings with clients to provide updates and quickly resolve any issues
- Facilitated all ordering, price negotiation, and delivery via factories/partners
- Owned product development process both in US and overseas
- Co-created product development lifecycle for US based manufacturing with CEO
- Worked closely with marketing and sales team to expand business

Paolo Blower | **Account Executive** | New York, NY | January 2017 – September 2020

- Autonomously maintained a sales portfolio of 40+ clients totaling \$2 MM in annual sales
- Increased sales in my sector by 25% in 2019
- Pursued sales by curating selections based on client profile, history, market trends
- Followed T+A Calendar from initial inquiry through delivery
- Effectively communicated and negotiated delays, issues, and payment terms while maintaining order, and ongoing client relationship
- Brought in new clients from outgoing and incoming inquiries
- Coordinated events for 150+ clients/vendors
- Worked with VP to develop custom app for fabric sourcing
- Managed and trained intern team of 4

Freelance | New York, NY | January 2016 - September 2017

- Wholesale sales assistant

Technical: Mac and PC OS, Microsoft Suite, Google Suite, Airtable, Slack, Social Media, Sharepoint, Microsoft Dynamics

Self Management: self motivated, excellent interpersonal skills, leadership, creativity, strong verbal, and written communication skills, organized, driven