

## Clayton Hiebert

(817) 681-5662 – clayton.hiebert1@gmail.com – [www.linkedin.com/in/clayton-hiebert](http://www.linkedin.com/in/clayton-hiebert)

### EDUCATION:

**Rice University**, Houston, Texas

Graduation: December 2016

*Major:* Bachelor of Arts in Economics

Dynamic and motivated sales professional with a proven record of generating and building relationships, managing projects to completion, and attaining organizational sales goals. With a degree in Economics, I bring an analytical mind to tasks at hand. With 4 years of sales experience, I have excellent communication skills and provide exceptional customer service.

### RELEVANT EXPERIENCE:

**Louis Vuitton**, Houston, Texas

*Client Advisor*

July 2018 – Current

- Exceeded sales from 2019 (\$1.915M) and achieved 110% of sales goals for 2020 (\$2.126M) even through a 2-month total shutdown, and 5 additional months of a split working schedule; ½ of work week at home and ½ in store
- Achieved sales from WFH by strategic marketing of products to new acquaintances and established clients via email, text message, and cold calling
- Acquired 20+ new 10K clients (clients who spend more than 10k in 1 business year) by developing personal relationships and utilizing client database for outreach
- Acquired effective sales techniques of luxury products through corporate trainings; selected to attend leadership development at Louis Vuitton Las Vegas Crystals headquarters
- Became the #1 shoe salesman at Houston galleria and #10 nationwide in 2019

**Lululemon Athletica**, Houston, Texas

*Educator*

November 2016 – July 2018

- Helped increase men's sales from 15-20 to a consistent 30% by having meticulous knowledge of men's product and educating customers accordingly, thereby increasing interest by men in Lululemon product
- Helped acquire and maintain new clients in Houston's athletic community through attendance to local studios and maintaining personal relationships with prominent and up-and-coming fitness influencers
- Communicated incoming inventory (via email) and relevant information to the team twice a week, through careful research, so that the store's educators would be knowledgeable about latest product and happenings within the company

**RacePace**, Houston, Texas

*Event Coordinator, Front Desk Associate*

July – December 2017

- 1<sup>st</sup> employee hired to help launch RacePace, Houston's premier indoor running studio, into Houston's fitness community
- Handled client relations by greeting each guest, establishing rapport, and preparing them for their selected running class
- Helped coordinate and run RacePace's grand opening with 100+ future clients by collecting personal information, organizing raffle drawings, and maintaining a time schedule of events

**Executive Wealth Management | Independent Financial Group**, Houston, Texas

*Administrative Assistant*

September 2015 – April 2016

- Secured \$500,000 of new investment through demonstrated analysis and monitoring of client holdings
- Assisted in marketing of EWM through Eventbrite and LinkedIn (as well as in-person networking) to develop new leads
- Directly assisted a financial advisor with advisory and broker accounts by reorganizing client information using Excel and digitizing paper documents

**Orbit 360, Inc.**, New York, New York

*Marketing Intern*

Summer 2016

- Researched markets of client's competitors and valued the funding of comparable products through public databases
- Compiled data in Excel and presented findings to client and CEO of Orbit
- Proofread and edited investment decks to improve client presentations to potential investors

**ScribeAmerica**, Houston, Texas

May – November 2014

*Medical Scribe*

*HIPAA Certified*

- Shadowed ER doctors with mobile laptops to record current happenings, including patient behavior, patient physical history, patient medical history, patient treatments, and patient follow-up
- Maintained extreme focus and attention-to-detail completing medical documentation through the duration of 12-hour shifts so the doctors could focus on patient care
- Memorized a vast amount of medical terminology and procedures so that I could accurately complete patient documentation under extreme time constraints

**STEMscopes**, Houston, Texas

*Digital Media Assistant*

January – May 2014

- Helped formulate the newest version of the STEMscopes science curriculum online by converting a teacher-written-and-approved curriculum onto a templated website
- Uploaded information through mark-up after correcting grammatical errors within the text

**Rice Road Runners, Rice University**

*Club President*

September 2015 – December 2016

- Coordinated and led members in weekly 5ks to train for upcoming races including the Houston Marathon
- Marketed club through social media and on-campus activities for member recruitment
- Communicated club activities and upcoming races to members via weekly newsletter

**SKILLS:** Microsoft Office Suite, Stata (software), Data Analysis, Communication, Organization, Sales, Leadership