

Emily Shiffman

Account Executive - Gracia Fashions

Woodmere, NY 11598

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A result-oriented individual seeking a dynamic sales position with growth potential.

Authorized to work in the US for any employer

Work Experience

Account Executive

Gracia Fashions

2010 to Present

- Managed nationwide sales and organized presentations for regional markets
- Acquired new accounts including chain stores as well as specialty stores
- Directly responsible for merchandising of seasonal, current and future collections and sales at major trade shows

Sales Executive

Alexis and Gianni Furs - New York, NY

2009 to 2010

- Outstanding salesmanship
- Strong presentation and negotiation skills
- Built and maintained a loyal customer base
- Assisted in buying seasonal collections and researched current industry trends
- Successfully implemented fashion fundraisers
- Responsible for various advertising publications and media events

Account Executive

Plum couture - New York, NY

2008 to 2009

- Experience with high-end boutiques and department stores in both sportswear and dresses
- Executed all merchandising strategies and product development
- Strong fashion sense and a perception of trends
- Grew customer base while enticing current customers to buy more categories

Designer and Couture Sales

Georgina - Hewlett, NY

March 2006 to June 2008

- Proven track record driving sales
- Building and maintaining client relationships
- Planning and executing monthly trunk shows

Account Executive

Anthony Sicari - New York, NY
2003 to 2006

- Developed and serviced new and existing accounts of major department, chain and specialty stores
- Coordinated and merchandised seasonal collections

Fashion Coordinator, Independent Sales Consultant

New York, NY
2001 to 2003

- Liaison for companies with designers and merchandises
- Implemented programs to motivate sales force to maximize profitability
- Utilized strong negotiating skills and fashion sense to help companies gain the added edge in all sportswear classifications

Education

B.A.

Queens College

Skills

- Salesforce
- Presentation Skills

Certifications and Licenses

driver's license

Assessments

Customer Service — Expert

May 2020

Identifying and resolving common customer issues.

Full results: https://share.indeedassessments.com/share_to_profile/e6c15153f598d76977dc05dd51da51d9eed53dc074545cb7

Sales: Influence & Negotiation — Completed

May 2020

Persuading reluctant customers to buy products or services, and influencing and negotiating with customers to meet sales goals.

Full results: https://share.indeedassessments.com/share_to_profile/4034fba90ba1f730630abe3bc508fe5beed53dc074545cb7

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.

Additional Information

- Sales and management professional with over fifteen years in the industry
- Outstanding sales and closing capabilities with proven track record
- Generated several million dollars in sales from a baseline of zero dollars
- Proven ability to initiate and maintain major account relationships
- Demonstrated ability to succeed in high-pressure situations