



SHEA SAHLI

ACCOUNT EXECUTIVE



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EDUCATION

PAUL MITCHELL THE SCHOOL

May 2014 — March 2015
Cosmetology License

SKILLS

|| PROFESSIONAL

- Account Management
- Building Relationships
- Detail Oriented
- Time Management
- Creative Problem Solving
- Self Sufficient
- Event Planning
- Collaboration

|| TECHNICAL

- Salesforce
- Google Drive
- Mailchimp
- Microsoft Word
- Microsoft Excel
- Microsoft PowerPoint
- Dropbox
- Advanced understanding of social media platforms

WORK EXPERIENCE

Gorjana

Gorjana is a fashion jewelry brand whose designs incorporate the southern California lifestyle. I began with Gorjana as a part of its' first management team in Laguna Beach and quickly progressed and directly affected the brand's growth to a global retailer with over 16 store locations and major partnerships with the nation's top retailers.

MAJORS ACCOUNT EXECUTIVE

JUNE 2019 – JUNE 2020

Managed the overall continual growth of wholesale business with department store accounts such as Nordstrom, Bloomingdales, Neiman Marcus, and Dillard's. Additionally managed notable ecommerce and subscription accounts such as Shopbop, Revolve, Stitch Fix, Zappos, and Rent the Runway.

- Q3: Attained **124%** of quota for overall majors channel, bringing **\$1,878,533** against plan of **\$1,517,000**
- Q4: Closed an additional **\$23,258** for Amazon ecommerce account, Shopbop, attaining **178%** of quota
- 2019 EOY: Exceeded plan by **107%** bringing in **\$7,643,457** against quota of **\$7.12M**.
- Q1: Achieved quota attainment of **123%** for overall e-commerce accounts, closing business at **\$118,030** with plan of **\$70,000**
- Built analytical trackers as a tool for the company to find opportunities within business. These trackers are still being used as a key strategy to drive revenue
- Held regional trainings for 40+ team members within key department store accounts
- Led Market meetings with buy teams to strategize and guide buys for product launches
- Nurtured relationships between buy teams, regional managers, and store teams to position partnering stores and gorjana for mutual success

BRAND SPECIALIST

JULY 2018 – JUNE 2019

Top volume specialist in supporting major department stores remotely on the West Coast.

- Q2: Achieved **115%** of quota for new majors account, Neiman Marcus
- Hosted various quarterly product knowledge seminars with over 30 attendees to drive sales within each account
- Executed branded store events to drive sales and increase brand awareness

RETAIL COORDINATOR

JUNE 2017 - JULY 2018

Remote account executive for specialty business and representative supporting sell through in major department stores in Southern California.

- Q4: exceeded quota **105%** for specialty business
- Expanded small business platform in new accounts
- Produced top volume consecutively for department store

ASSISTANT STORE MANAGER

AUGUST 2016 - JUNE 2017

Recruited to be a part of the first management team for Gorjana's flagship store.

- Organized and executed product launches to generate brand awareness and sales
- Cultivated creative sales approaches and pioneered policies that laid a foundation for company standards