

# TAYLOR SHULTZ HUBBARD

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## EXPERIENCE

AUGUST 2020 - PRESENT

### CLIENT CARE ASSOCIATE, REDTREE ALBUMS

- Identify the needs of clients and collaborate with production and management to create personalized, luxury products
- Utilize client data to identify VIP photographers for targeted marketing and gifting
- Develop and maintain relationships with clients in order to increase revenue and satisfaction
- Independently resolve client conflicts and implement LEAN solutions to mitigate future issues

MAY 2019 – AUGUST 2020

### EXECUTIVE TEAM LEADER OF SERVICE AND ENGAGEMENT, TARGET

- Hired, trained, and coached a team of up to 50 employees to complete store operations efficiently
- Analyzed data on store traffic patterns and payroll usage to build employee schedules
- Led my store to drive a significant increase in customer satisfaction scores, sales, basket size, and guest loyalty
- Strategized with team members to prioritize and complete tasks all while serving guest's needs

JANUARY 2017 – MAY 2019

### ASSISTANT MANAGER, PIRIE BOUTIQUE

- Assisted in buying decisions and trend predictions for upcoming seasons
- Visually merchandised products and maintained store inventory
- Analyzed store data and sales performance to plan for future sales, marketing, and purchases

## EDUCATION

MAY 2019

### BACHELORS OF SCIENCE IN MARKETING, UNIVERSITY OF KENTUCKY

Graduated Summa Cum Laude with a 3.9 GPA  
University of Kentucky Dean's List and Presidential Scholar

MAY 2019

### BACHELORS OF SCIENCE IN MERCHANDISING, UNIVERSITY OF KENTUCKY

Graduated Summa Cum Laude with a 3.9 GPA  
University of Kentucky Dean's List and Presidential Scholar

## SKILLS

- Budgeting and Retail Purchasing
- SQL, Data Visualization Software, and Microsoft Excel
- Data and Statistical Analysis
- Hands-on Leadership
- Detail Oriented Planning
- Project Management