

Raquel S. Bloom

New York, NY | 555.555.5555 | confidential@email.com

Refreshingly creative and trend savvy professional with 5+ years of demonstrated excellence throughout luxury retail management, fashion styling, visual merchandising, event planning and execution, and strategic sales and marketing. Regarded as consistently reliable, personably collaborative and team-focused, and unwaveringly professional in any situation. Record of quality execution based on high corporate standards.

Bridging great style with strategy-driven sales ideas to drive revenue and client retention.

Fashion & Sales Expertise

Trend-Driven Fashion Styling
Relationship-Based Luxury Sales
Retail Merchandising & Visuals
Cross-Departmental Coordination
Continual Staff Development
Trend Projections & Directive Selling

PROFESSIONAL EXPERIENCE

Department Coordinator | CONFIDENTIAL RETAILER | New York, NY 2007 – Present
Diversified experience in Dress Collections, Sport Shop, Handbags & Ladies Shoe Salon.

Orchestrated FOH/BOH departmental operations including daily and long-range sales planning, customer and vendor relations, as well as inventory and stockroom management. Collaborated with department manager on staff development, promotional event planning, and visual merchandising. Proactively took on acting manager role on three occasions while managers took leave. Earned corporate sales award.

Strategic Sales

- **Grossed \$8.5M+** by directing retail price shoe sales and cross-departmental out-of-home base selling.
- **Generated ~\$50K sales boost for each associate** after executing an initiative in which associates identified 3 to 5 growth clients to focus on developing, helping to exceed corporate goals.
- **Developed four key associates into \$1M sellers** by creating challenging personal sales goals (FY 2010).
- Held active role in communicating sales reports, forecasting projections, and defining goals.

Fashion Styling

- **Proactively organized storewide fashion presentations and group discussions** to publicize seasonal trends and key vendor items, as well as styling ideas and selling tools to best capture clients.
- **Concepted and developed sales-focused, bi-monthly storewide e-blast** called “Michigan Ave. NM Trend Flash,” which featured specific trends and product knowledge for associates.

Designer & Stylist Relations

- **Collaborated with magazine editors and stylists on pulls** for W, New York Magazine, among others.
- **Contributed to production of 10+ fashion shows with renowned designers** including Chado Ralph Rucci, Manolo Blahnik, Diane Von Furstenberg, Robert Rodriguez, Akris, and Donna Karen.
- **Piloted back staging efforts for numerous fashion shows** including show sequencing, styling, and supervision of hair, make-up, and model dressers.

Client Relations & Events

- Leveraged strategic planning, buyer and vendor support, as well as client-centered contests, clubs and promotions, to **ensure consistently successful events and increased sales.**
- Consistently stepped into departmental liaison role and **cultivated strong buyer and vendor relations.**
- Balanced philanthropic efforts while **consistently focusing on sales and client relations.**

FREELANCE EXPERIENCE

Stylist | CONFIDENTIAL RETAILER | New York, NY

spring 2009

Joined with design team to establish overall vision for debut collection. Spearheaded the creative process including essential styling components to complete the collection's debut look book, official ad campaign, and launch party presentation.

Assistant Stylist | CONFIDENTIAL RETAILER | New York, NY

winter 2009

Partnered with head stylist in sourcing and creating final looks featured in the spring 2009 fashion spread for the *New York Magazine* titled "Style: what's up and down with spring?"

INTERNSHIP EXPERIENCE

Design Intern | CONFIDENTIAL RETAILER | New York, NY

spring 2007

Collaborated with designers and patternmakers on concept and creation of the women's ready-to-wear collection for fall 2007. Honed complex and detailed sewing handwork and detail manipulation of fabric. Liaised with multi-disciplinary personnel from production to sample makers. ***Executed final design elements for two key looks from fall 2007 collection as assigned by head designer.***

EDUCATION

Bachelor of Fine Arts, Apparel Design | Confidential School of Design | Providence, RI | 2007

COLLEAGUE TESTIMONIAL

"She is a dedicated employee, often staying late to get the job done and regularly volunteers to come in on her day off when an unexpected project arises. Raquel is one of the hardest working people I know and most motivated when it comes to her passion for fashion. She is mature beyond her years, is comfortable talking to large groups, and does not shy away from offering up ideas in brainstorming sessions."

- Betty Jones, Public Relations Asst. Manager, Confidential Retailer