Robert Smith

Cosmetic Beauty Advisor

CONTACT DETAILS

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Alabama
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PERSONAL STATEMENT

More than eighteen years' experience introducing, explaining, and demonstrating new beauty and fragrance products for Bonton. Dedicated and self-motivated with excellent communication and persuasive presentation skills. Great relationship builder with ability to identify needs, make fragrance recommendations and up-sell products.

WORK EXPERIENCE

Cosmetic Beauty Advisor

ABC Corporation - November 2013 – November 2022

Responsibilities:

- Responsible for even preparation and set up.
- Created content for online and print publications that will be distributed to both professional and consumer audiences.
- Acted as an expert in all aspects of the cosmetic industry and related topics.
- Retained relationships with major brands to bring them into the company’s beauty portfolio.
- Worked closely with design teams to develop new products, including new packaging, website templates, and retail displays.
- Identified and analysed cosmetic trends and consumer buying behaviour.
- Conducted market research to develop product and brand positioning strategies.

Cosmetic Beauty Advisor

Delta Corporation - 2008 – 2013

Responsibilities:

- Initiate service consultations to determine the customers preferences and buying/service needsexplain and demonstrate use of cosmetics through .
- Stocked and Organized shelves, and answered questions about company policies, merchandise, and services.
- Managed store room and organized marked down and clearance rack.
- Worked to meet and exceed daily sales goals.
- Created events to increase sales.
- Built client-beauty advisor relationships.
- Called clients to review products, introduce new products, and make sales.

Education

MS

SKILLS

Customer Service, Cosmetic Artistry, Retail.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference – 1 (Company Name)
Reference – 2 (Company Name)

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