

ROBERT SMITH

Estee Lauder business manager

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As an Estee Lauder business manager, given the biggest responsibility, and that is to make that client look and feel amazing. Goal is to make my customers want to come and see me. Always instilled in my Beauty Advisors that, Our Customers drove all this way to come and see us today, let's show them how grateful we are.

EXPERIENCE

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ABC Corporation - MAY 1992 - JULY 2002

- Worked retail hours including days, nights, weekends and special events in a fast-paced work environment.
- Previous experienced with retail point-of-sale software.
- Led and/or supported technical execution across all activities, drive robust collaboration across the E2E Engineering Group, Supply Chain, R&D, and Brands.
- Communicated and worked closely with all development groups including Marketing, Product Development, R&D and Design.
- Provided detailed component timelines including all package development tasks and manage them.
- Worked with Package Operations to generate outlines efficiently and process artwork correctly and effectively.
- Worked with GBSC and GSR to manage specific project development and provide detail analysis on risk when required.

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Delta Corporation - 1989 - 1992

- Consistent upper 5% in region Sales efforts resulted in recognition as top store in region Promoted sales by networking and implementing marketing .
- Create and maintain customer relationships through a personalized customer experience designed to exceed their personal expectations.
- Open, closing of store , stock Displays , helping guests with all their skin care and beauty Needs, planning events , scheduling , all management .
- Driving sales throughout the fiscal year.
- Manage, train and coach my team on daily tasks and special events.
- Merchandising products to keep an orderly and functional workspace, as well as review any stock concerns.
- Assist the store manager in achieving department volume and productivity goals Developing and executing individual goals monthly and annually to hold .

EDUCATION

- GED

SKILLS

Customer Service, Sales, Business Management, Merchandising, MakeUp Artistry, Organizing, Event Planning, Outsourcing, Visual Merchandising, Client Relationship, Cold Calling, Word, Excel, Problem Solving, Inventory/Stock Concerns, Reports On Conduct, Talent Plus,.