

THOMAS CLARK

Address • Phone Number • Email Address

QUALIFICATIONS PROFILE

Creative, customer-focused, and performance-driven sales professional with well-developed experience acquired from comprehensive years in diverse areas encompassing training and development, business management, consulting, fashion design, and product development. Known as strategic and goal-oriented leader, motivating individuals and providing successful strategies to increase confidence, improve productivity, and provide career growth opportunities. Demonstrates skills in utilizing creative talents and expertise in developing sales strategies while ensuring utmost client satisfaction. Possesses the ability to perform challenging tasks with precision and attention to detail. Experienced in coordinating training programs, organizing events and creating brand awareness to accelerate expansion and boost productivity.

CORE COMPETENCIES

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| ✓ Leadership and Team Building | ✓ Training and Development |
| ✓ Client Needs Analysis | ✓ Superior Sales Skills |
| ✓ Customer-Centric Service | ✓ Performance Optimization |
| ✓ Presentation and Communication | ✓ Project and Program Management |
| ✓ Strategic Vision and Tactical Execution | ✓ Relationship Building and Networking Skills |

PROFESSIONAL EXPERIENCE

CREATIVE DIRECTOR • Image Integrity • Cincinnati, OH • 2009-PRESENT

- Establish and develop an image management consulting business with focus on providing training to professionals and corporations in visual appearance, verbal and nonverbal communications.
- Provide primary direction to various groups in creating authentic personal and professional image to enhance competencies in today's demanding world.
- Work closely with individual clients and image professionals to achieve authenticity, enhance self confidence, and improve credibility; educate individuals on the proper utilization of appearance/ dress and grooming as a resource.

2 STAR DIRECTOR, INDEPENDENT CONSULTANT • Southern Living at Home • Cincinnati, OH • 2003-PRESENT

- Successfully created a team brand and culture of excellence; established an organization of more than 200 consultants selling \$1 million annually. Oversaw all aspects of business/infrastructure development.
- Consistently developed directors within the organization while ensuring overall efficiency and work performance improvement. Known as a strategic and results-driven leader with a strong work ethic.
- Coordinated and hosted monthly "Discover the Possibilities" opportunity sessions, New Consultant Trainings and Team Training and Recognition events. Proven ability to inspire others through positive attitude and resourcefulness.
- Selected to train at regional kickoff events and national conventions. Created and presented training programs for various performance levels from new consultants to leadership; topics developed include business forecasting, goal setting, party presentation skills, hostess coaching, recruiting and customer service excellence.
- Personally served more than 500 hostess and 6,000 customers, selling between \$58,000-80,000 annually. Utilized superior interpersonal skills to build trust with clients ensuring repeat business.
- Organized events and social activities to broaden networks and identify new business opportunities while providing quality customer service in highly competitive market to maintain loyalty. Built and maintained a database of more than 1500 VIP Customers to communicate with on a monthly basis via an E-newsletter.
- Developed and implemented target teams and mentoring programs for advanced training to meet specific individual goals. Utilized wide variety of teaching methods to reach a variety of learning styles and technologies to ensure training efficiency and accessibility; evaluated performance and effectiveness.
- Responsible for executing Team Newsletter with weekly training tips and monthly recognition for the organization.

Key Accomplishments:

- ✓ **Consistently ranked in the top .005% of consultants** nationwide in all performance categories, including sales, recruiting, and leadership development. Exceeded qualifications for earning the "Circle of Excellence" Awards annually. Have earned every company incentive and trip since business launch.
- ✓ Selected by corporate staff as **one of only six women among 40,000 consultants** nationwide to represent the field in the 1st Advisory Council that was created to steer future business direction.
- ✓ Earned accelerated leadership training in new "Road to Senior Director" Program; successfully completed training at each director level.
- ✓ Appointed to the Design Council, an elite group of top sellers involved in future product development and selection.
- ✓ **One of 20 top leaders** nationwide to be awarded private mentoring sessions with professional industry coach.

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SHOWROOM MANUFACTURERS' REPRESENTATIVE • Apparel Sales Agency • Los Angeles, CA • 1993-1995

- Facilitated sale of branded children's apparel lines such as Nautica, Polo for boys, Eagles Eye, Gant and Sideout to retail accounts within the sales territory including national department and local specialty stores
- Utilized in-depth knowledge of line development process to ensure correct product mix presented to retail customers; provided highest level of customer service to ensure timely delivery and maximize loyalty
- Developed and implemented sales and merchandising strategies and inventory plans to ensure product success with retail customers; consistently achieved and exceeded established sales goals
- Oversaw all aspects of selling and merchandising dynamic apparel showroom; worked collaboratively with product vendors/manufacturers for product development and growth strategies

DESIGNER • Granite • Los Angeles, CA • 1990-1993

- Efficiently managed overall functional areas related to design and merchandising for junior sportswear manufacturer including development and costing of line for market and selection of all piece goods and trims
- Researched industry publications, forecasting services and designer lines to stay abreast of market and industry trends to implement in junior market
- Created designs for broad market and retail private label programs every 6-8 weeks; applied proficiency in construction and characteristics of design and fabrics
- Developed and cultivated effective working relationships with vendors and suppliers
- Supervised hiring and oversaw work performance of design room staff for sample lines and final production

PRODUCT DEVELOPMENT JUNIORS • Associated Merchandising Corporation • New York, NY • 1988-1990

- Developed private label junior sportswear line for buying office representing 32 member department stores
- Collaborated with buyers from each store and liaisons in various importing countries on all aspects of product development
- Analyzed, organized and presented applicable trends from forecasting services to stores. Worked with focus groups to create line of margin building products to meet specific member needs.
- Managed all product line functions including creation, costing, sourcing, merchandising, selling and production
- Oversaw the extensive Bureau of Standards testing process for quality control to ensure timely delivery flow and product specification compliance

EDUCATION

BACHELOR OF SCIENCE IN FASHION DESIGN • 1988

UNIVERSITY OF CINCINNATI COLLEGE OF DESIGN, ART, ARCHITECTURE, AND PLANNING (DAAP)

Granted the Lazarus Scholarship upon graduation for merchandising excellence

Selected by faculty to receive the Saks Fifth Avenue Commission for personally designed thesis of historic costumes for Cincinnati's bicentennial celebration

PROFESSIONAL TRAINING

Conselle Institute of Image Management • 2009

Advanced Training in Leadership, Sales and Recruiting • Southern Living at Home 2003-2009

Xavier University Masters Program Theology • 2007

Franklin Covey FOCUS Training • 2005

Fashion Institute of Technology (FIT) New York, NY • 1989

PROFESSIONAL AFFILIATIONS

AICI Association of Image Consultants International

"Cut it Out" Domestic Violence Awareness SLAH philanthropy • YWCA House of Peace • 2005-2009

Service Project Coordinator • Junior League of Long Beach, CA • 1993-1997

INTERNSHIPS

Assistant Manager • Benetton, Cincinnati, OH

Product Development Intern • Associated Merchandising Corporation (AMC), New York, NY

Assistant Buyer Intern, Toy Department • Lazarus, Cincinnati, OH

Assistant Manager Intern, Men's Department • Neiman Marcus, Bal Harbour, FL