

KENESHA BLACK

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CAREER SUMMARY

Account manager with 10 years experience in organizational planning. Accurate, precise and values that align well with corporate goals and objectives. Extensive training in workplace diversity equity and inclusion (DEI), comprehensive experience with problematic resolutions, effective interpersonal, motivational and presentation skills. Being a community leader and organizer are two of my proudest achievements both professionally and personally.

EDUCATION

MAY 2023

Master of Business Administration (M.B.A.) in Organizational Development

Houston Baptist University, Houston, TX

GPA 3.7

JANUARY 2010

Bachelor of Science (B.S.) in Retail Management

Art Institute of Houston, Houston, Texas

GPA 3.8

EXPERIENCES

K.Faye B Consultancy

Independent Management Consultant /Present Leading startups and small businesses to growth through strategic brand positioning and actionable marketing plans. Authoring policies and procedure for corporate governances. Developing key performance indicators for associates, analysis of client and brand identity. External change agent, novice human resource support.

Komar Brands of New York

Territory Manager/ July 2017-2020 Managed team of 40-50 associate across 11 locations for brands contracted to major retailers in the Houston territory-- duties included merchandising, driving sales, product knowledge training and performance metrics reports. Adjust selling goals to exceed LY.

J2 Consultants

Senior Account Manager/ July 2017-2019 Managed brand accounts for Canadian base firm for various vendors in Texas markets. Duties were merchandising, driving sales and product knowledge training.

Saks Fifth Avenue

Contemporary Merchandising Coordinator / February 2010 - 2017 Visually and aesthetically responsible for company's ready to wear department. Duties included: Planning, allocation analyst, visual merchandising, operations, and order fulfillment.

SKILLS:

Store Planning and Lease Management, Brand Marketing, Operations Management, Account Management, Visual Merchandising, Event Coordinator/Producer, Merchandise Trends and Concepts, Sales and Event Promotion, Social Media Administrator, Digital Imaging, System Mainframe Environment, Point of Sale Environment, Sketch Up, Adobe: Photoshop, Microsoft Windows Nt Web Dev, Adobe: Photoshop, Microsoft Windows Nt Web Dev, **CERTIFICATIONS/TRAINING** Mastering Client Interaction, Mastering Account Management, SAP, CCA+

ACCOMPLISHMENTS

- **2022 Texas Future Business Leaders Finalist**
- **St. Stephens Missionary Baptist Church Leadership Conference Coordinator /April 2021-Present** manage a team of 25+. Maintain high-level of professionalism and competence, client feedback, escalate complex booking issues to managers for immediate resolutions. Train others for future leadership opportunities.