

KENESHA BLACK

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Skills Summary

Highly motivated account executive that is versed in working autonomously and tech savvy. Capable of success across multi-level account management of luxury brand merchandise, vendor partner, sales driver, and product knowledge trainer. Merchandise Coordinator, Visual Merchandiser, Operations, Brand Representative, Luxury Sales Associate. I am naturally a leader and perform well with deadlines. I can appropriately disseminate information across varied corporate, management and associate platforms- proven sales success strategies. Work well as support for managers and sales associates. Customer services and driving sales are top priorities. Community leader and organizer.

MBA / 2022 / Houston Baptist University

Currently pursuing Masters in Business Administration with a focus in Leadership. Course studies in Practical Management Science and Ethical Business Practices. Expected graduation is Fall 2022

BS-Retail Management/ 2010/ Art Institute of Houston

GPA 3.8, 4-time Dean's List, President of Student Advisory Committee, Fashion Club President, Mentor. Excel in Management Curriculum.

Experience

Kenesha Black Consultancy

Independent Management Consultant /Present

As an IMC, I am leading startups and small businesses to growth and creating tangible benefits and assets, working closely with company executives and key management teams to create strategic brand positioning, an actionable marketing plans, and a rollout plan for the new brand with key performance indicators. Instrumental in conducting comprehensive analysis of client's current brand identity and positioning, as well as target audiences and competitive landscape.

St. Stephens Missionary Baptist Church

Conference Coordinator /April 2021-Present

Plan and coordinate all activities to successfully execute meetings and conferences. Oversee booking, cancellation, and postponement orders from clients. Obtain meeting request orders, client scheduling. Monitor participant counts and accordingly book right size venues. Develop and manage master calendars. Maintain high-level of professionalism and competence with clients. Obtain client feedback and make appropriate changes for improvements. Perform account payables/receivables and resolve booking conflicts in a timely and accurate manner. Escalate complex booking issues to Managers for immediate resolutions and manage Inventory.

Komar Brands of New York

Territory Manager/ July 2017-2020

Managed luxury brands that partnered with major retailers in the Houston territory. Largest account was Le Mystere Lingerie with retail space housed in Saks Fifth Avenue, Nordstrom and Dillards. Other Accounts included: On Gossamer and Vera Wang. Duties included merchandising,

driving sales, product knowledge training, managing seasonal and promotional campaigns, supporting executive, management and selling teams. Compiled weekly, monthly, and quarterly sales reports, performed weekly touch base with teams. Adjust selling goals to exceed LY and incentives successes and brand launches.

J2 Consultants

Senior Account Manager/ July 2017-2019

Managed brand accounts for Canadian base firm for various vendor accounts that partner with major retailers in Texas markets. Retailers included: Saks Fifth Avenue, Neiman Marcus, Nordstrom, Macy's and Dillards. Vendors included: Menswear Designers, John Varvatos, Sean John, and Diesel. Others included Frye Apparel and Jones New York. Duties included merchandising, driving sales, product knowledge training, managing seasonal and promotional campaigns, supporting executive, management and selling teams. Compiled weekly, monthly, and quarterly sales reports, performed weekly touch base with teams. Adjust selling goals to exceed LY and incentives successes.

Saks Fifth Avenue

Contemporary Merchandising Coordinator / February 2010 - 2017

Visually and aesthetically responsible for flow of ready to wear department in store. Duties included merchandising, floor moves, shop set up, operations, RTVs, special order fulfillment, transfers, and inventory. Brands responsible for: Mc Queen, Alice and Olivia, Helmut Lang, DVF, Vince, Parker, and other contemporary and contemporary sports categories.

Create and optimize product assortments through processing channels that will maximize potential for revenue and profit. Partnered with other team leads across multiple departments assigned to the same projects that included Planning, Allocation Analyst, and Visual Merchandising .

Summary of Qualifications

Accurate, precise, and highly willing to contribute to corporate goals and objectives--
Comprehensive experience with problematic resolutions, functions well in a deadline-oriented, fast paced, and high-volume environment. Proven leadership capabilities through effective interpersonal, motivational and presentation skills.

Masteries

ACCOUNT PAYABLES
STORE PLANNING AND LEASE MANAGEMENT
ACCOUNT RECEIVABLES
VISUAL MERCHANDISING
MS VISUAL BASIC
BRAND MARKETING
MS OFFICE SUITE 2016 & HIGHER
SALES AND EVENT PROMOTION
ACTIVE SERVER PAGE (ASP)
EVENT AND FASHION SHOW PRODUCTION
VB SCRIPT
DIGITAL IMAGING
AS240/400
APPAREL TRENDS AND CONCEPTS
MAINFRAME ENVIRONMENT
APPAREL DESIGN AND CONSTRUCTION
POINT OF SALE ENVIRONMENT

TEXTILE BUYER
DOCUMENT DIRECTS
SOCIAL MEDIA ADMINISTRATOR
MS WINDOWS XP- HIGHER
PUBLISHER
SYSTEM DESIGN DOCUMENT AUTHOR
SKETCH UP

Certifications/Training

MASTERING CLIENT INTERACTION
ACCOUNT MANAGEMENT
SAP
CCA+
Design:
ADOBE: PHOTOSHOP
MS WINDOWS NT WEB DEV