

KEVIN ZHANG

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EDUCATION

Fashion Institute of Technology

Major: *BS in Advertising and Marketing Communications*
AA in Fashion Merchandising

GPA: 3.62

- **Clubs/Programs:** Nordstrom's Ambassador Program, Phi Theta Kappa's Honor Society

New York, NY

January 23' - Present

August 21' - December 22'

High School for Dual Language and Asian Studies

GPA: 92.95 (*Honor Roll Recognition*)

- **Clubs/Programs:** NYU's Visionary Studio Program, the Smithsonian Design Scholar Program, Debate Team, City Badminton Team, Taekwondo Club, Ping-Pong Club, and Dual Enrollment in BMCC and Hunter College.

New York, NY

September 17' - June 21'

EXPERIENCE

EssilorLuxottica

Merchandising and Account Management Intern

- Recovered \$640,000 in sale revenue during the 20-day Nordstrom Anniversary Sale period.
- Created an image-uploading system that optimizes and automates manual labor by 4X the initial speed.
- Generated Ad-hoc reports to review and maintain inventory levels for in-store and dropship units.
- Consolidating data for weekly sales across 20+ Essilor Luxottica brands supporting 6 luxury accounts.
- Constructed and evaluated reports on physical store feedbacks, product releases, and account performances.
- Facilitated pre-procurements for production in the upcoming N2 23' and N1 24' seasons.

New York, NY

June 23' - Present

Tiffany and Co.'s Flagship Store

Operations/Merchandise Professional

- Managed inventory reconciliation and processed e-commerce orders for 15 different collections.
- Maintained optimal stock levels and accurate pricing for 9 case lines, facilitating smooth SKU movements.
- Designed and curated a high-end "Style Edit" case line showcasing luxury items up to \$32,000.
- Conducted training sessions for new hires on COMPASS P.O.S. Terminal and essential technical skills.

New York, NY

October 22' - January 23'

TD Bank

Bank Teller II

- Ranked Top 7% in New York City Region's Sales Performance Pacer across all employees.
- Independently performed KYC on clients for transactions over \$10,000 and performed CTRs.
- Ensuring the bank's inventory is met with audit and reconciliation standards, around \$1,000,000 daily.

New York, NY

August 22' - October 22'

Bank Teller I

- Engaged with opening accounts, cross-selling products, and providing financial solution referrals.

September 21' - August 22'

LEADERSHIP EXPERIENCE

Dragon Tea, LLC

Store Manager

- Led key operations in the cafe's start-up phase, including menu development, pricing, and workflow planning.
- Exceeded sales goals by over 250% semi-annually, utilizing social media engagements and loyalty programs.
- Ensured compliance with health and safety standards.
- Trained and supervised a team of 5+ staff members on customer service and food handling processes.
- Received store recognition for the "People Love Us on Yelp" award and maintained a 5-star rating.

New York, NY

March 20' - June 21'

SKILLS

Languages: Fluent in English, Cantonese, and Mandarin; Work-limited proficiency in Japanese and Spanish.

Expertise: Microsoft Office Suite, Adobe Applications, Canvas, SAP, Skypad, ContentLab, NuOrder

Certification: "Foundation of UX Design", "Jewelry Design/Rendering", and "Microsoft Excel 2019 by Certiport".