



Markésse Walker

Strategic Account Manager

📍 New York, NY, USA

✔ Markésse is **Available to work**

[View profile on Dweet](#)

Work Preference

Location: Not looking to relocate

Pattern: Open to Full-time work

Employment: Freelance Assignments,
Permanent Positions

Skills

Sales Analysis (Advanced)

Visual Arts (Advanced)

Design (Advanced)

Client Assessment (Advanced)

Training Consultancy (Advanced)

Operating Expenses (Advanced)

Languages

English (Fluent)

About

There is one rule I live by and that is, luxury is not an item or an object. It is an experience.

BRANDS WORKED WITH

Bishop Robert Taylor Ministries Inc

Burberry Usa

Fellowship Tabernacle Church

Nordstrom

Tiffany & Co.

Experience

● Strategic Sales

Burberry Usa | Jan 2009 - Now

Cultivated and managed new and existing client relationships of high-net-worth individuals and their related businesses

- Developed customized sales plans for each client relationship to provide an array of personalized services
- Expanded referral networks through strategic marketing, networking, and visual merchandising
- Coordinated events for new business development
- Grossing over \$5.2million dollars in sales
- Meeting and exceeding both personal and department sales goals each month Customer Management
- Supported clients with product knowledge; researched and resolved any issues that arose.
- Assisted clients regarding account information
- Consulted with clients to analyze business needs and convert requirements into product/service solutions



● Sales Adviser

Tiffany & Co. | Apr 2018 - Jan 2021

Strategic Sales

- Cultivated and managed new and existing client relationships of high-net-worth individuals and their related businesses
- Developed Sales plan for each client relationship to provide an array of personalized services
- Expanded referral networks through strategic marketing and visual merchandising
- Coordinated events/seminars for new business development
- Customer Relationship
 - Supported clients with product knowledge; researched and resolved any issues that arose. Assisted clients regarding account information
 - Trained and provided support to staff and executive member
 - Consulted with clients to analyze business needs and convert requirements into product/service solutions

Administrative Development

- Organized office and design systems to maximize operations
- Organized, developed, and executed marketing plans directed by corporate
- Identified business opportunities and risks by evaluating sales performance data and marketplace information and recorded research in spreadsheets
- Arranged travel and lodging accommodations both domestically and internationally



● Strategic Sales

Nordstrom | Jan 2008 - Jan 2009

worth individuals

- Developed customized sales plans for each customer to provide personalized services
- Met and exceeded sales goals each month Customer Relations

- Informed customers about new collections via phone, and or email
- Assisted clients regarding account information and activity
- Consulted with customers to analyze business needs and covert requirements into product/service solutions

● **Lead Trusting Financial Officer**

Fellowship Tabernacle Church | Jan 2005 - Jan 2009

Administrative Development

- Organized ofce and design systems to maximize operations
- Arranged and maintained sensitive documents in compliance with security procedures
- Organized, developed, and executed marketing plans directed by corporate
- Identified business opportunities and risks by evaluating sales performance data and marketplace information and recorded research in spreadsheets
- Trained and provided support to staf and executive members
- Raising over \$800k in donations and coordinated community outreach events

● **Administrative Assistant**

Bishop Robert Taylor Ministries Inc | Jan 2001 - Jan 2006

coordinating flights, and hotel arrangements for speaking engagements both domestically and internationally

- tendingto the personal and professional needs of the Bishop
- arrangemeetings, seminars, and luncheons w/ associate Pastors and affiliates