

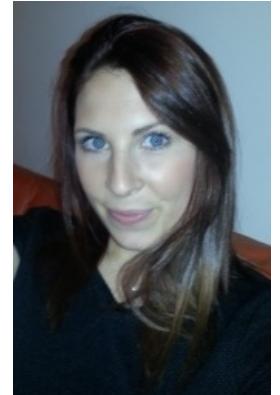
Curriculum Vitae

Female

D.O.B. 13 February 1987

Number of years working in industry:

18 years 9 months



Candidate ID Number: 18051

Nationality: Irish

Language Skills:

Fluent: English

Basic: German

Permitted to work in: European Union, UK - United Kingdom, UAE - United Arab Emirates

Position Sought: Spa Consultant, Regional Senior Manager, Spa Director, Spa Manager, Salon Manager

Personal Statement

Out going and happy person with a drive and passion for the beauty industry.

Seeking to work in UAE

Employment History:

June 2011 - Present - College Tutor at (most recent employer hidden for confidentiality) Dubai, UAE, UAE - United Arab Emirates, (Product Company)

Duties included:

Title: Regional GCC Skincare Guinot & Mary Cohr brand manager

- Implementing the Brand standard and making sure the sales team withhold this standard in the market.
- Being attentive to client's requirements and budget and presenting the appropriate package.
- Setting up standard opening orders.
- Deciding on what POS material to distribute to each salon/spa
- Developing and maintaining relationships with new and existing customers
- Preparing sales presentations and presenting the brands to the salons and spas that fit the brand standards.
- Having good communication skills to deal with the clients both through email on the phone.
- Gathering market data and finding potential new clients.
- Scheduling meetings with potential customers and prospecting for new business opportunities.
- Preparing tailored sales proposal for each client.
- Negotiating all the terms of a sale agreement and closing deals.
- Making sure the brand is represented properly in the salons/Spas, checking the standard of all salons before the sales can be decided on.
- Ordering for the GCC directly from the supplier.

- For-casting stock and distributing the stock to the different branches.
- Advising on forthcoming product developments and discussing special promotions.
- Responding to incoming email and phone inquiries.
- Representing the company at trade exhibitions and events.
- Not only recommending the brands I am in charge of but offering my company other brands if mine didn't suit.
- Training sales staff on how to sell and position the brands in the market.
- Managing the skincare sales team.
- Supporting the other beauty trainers and helping them with their schedules.
- Making orders, and designing new contracts for clients.
- Representing the company at trade exhibitions and events.
- Launching new treatment and product lines.
- Sticking to the Budget and sales strategy of my brands.

Title: Regional GCC educator of Guinot and Mary Cohr skincare brands.

Responsibilities as follows:

- Training the therapists in both the theory and practical side of facials and body treatments.
- Designing the training schedule to benefit the GCC better by adding extra days to the initial training courses such as consultation, skin analysis and retail training sessions.
- Giving therapists advice on skincare and products, as well as how to sell retail products.
- Designing roll plays within the training classes to encourage the therapists to become more confident performing correct consultations and to practice selling the retail lines.
- Performing client follow ups with both the managers and therapists after training and keeping records and feedbacks on each therapist.
- Certifying the therapists on completion of a satisfactory 5 day training course.
- Examining the therapists daily to make sure they are up to a high standard during the training programs.
- Designing and altering the training slides and programs on power point, excel sheets etc.
- Carrying out Trainings on products and treatments in a theory room and the hands on training room.
- Helping with the designing and construction of the training center and clients salon rooms..
- Making schedules and Rota's for clients.
- Designing Salon menus and costs per treatments etc.
- Conducting sales training for both salon therapists and sales executives.

Representing the company at trade exhibitions and events.

Products worked with:

Guinot paris.

Mary Cohr Paris.

casmara.

Dr Renaud

May 2010 - May 2011 - Senior Therapist at Dermalogica flagship, Dubai, UAE - United Arab Emirates, (Skin Clinic)

Duties included:

Title: Senior skin therapist.

Responsibilities as follows:

- Carrying out skin analysis and performing individual facial treatments.
- Keeping to the standards of a flagship store.
- Keeping strong communication within the team members.
- Removal of facial and body hair by electrolysis & waxing.
- Doing spray tans.
- Applying make-up.
- Performing manicures, pedicures, eyelash and brow tints.
- Performing many different body spa treatments such as mud therapies body scrubs, and slimming body wraps.
- Carrying out different types of massage; Swedish, aromatherapy, deep tissue, hot stone and Indian head.
- The Use of Lymphatic Drainage machines using laser therapy.
- The use of ultrasound machines for the purpose of fat reduction.
- Performing many specialized facials using different machines such as oxygen therapy, galvanic, micro-current, vacuum, and high frequency.
- Specializing in facial treatments for Ageing, pigmentation, acne, and sensitivity.
- Recommending clients to do courses and treatment packages and selling these.
- Reaching and surpassing personal retail and treatment targets.
- Training and motivating new staff members.
- Working in reception, greeting and welcoming clients on arrival, looking after appointments and re-bookings.
- Carry out stock-takes and placing orders when stock needed replenishment.
- Cleaning and sanitizing the salon and equipment.
- Holding skincare events and demonstrating skincare lessons in the clinic.
- Looking after cash-ups and opening and closing of the salons.

Working within a team, helping all the therapists with the preparing and tiding up of the rooms before and after treatments.

Attending weekly meetings to discuss the weeks business and to communicate with other staff members to clear any issues that may have arisen during the week

Products worked with:

Dermalogica

Career Break - Traveling

October 2007 - October 2009 - Assistant Manager at Zigomi Day Spa Hilton Hotel, Limerick, Ireland, (5 Star Hotel Spa)

Duties included:

Title: Assistant spa manager.

Responsibilities as follows:

- Recommending clients to do courses and treatment packages and selling these.
- Reaching monthly targets and setting monthly targets.
- Training and motivating new staff members.
- Working in reception, greeting and welcoming clients on arrival, looking after appointments and re-bookings.
- Carry out stock-takes and placing orders when stock needed replenishment.
- Looking after cash-ups and opening and closing of the salons.
- Working within a team, helping both therapists & spa director.
- Holding weekly meetings to discuss the weeks business and to communicate with other staff members
- Dealing with customer services, complaints ect.

- Doing month promotions within the Spa.
- Preformed all beauty treatments on the menu.
- Making staff Rota's & commissions.
- Dealing with the suppliers.

Products worked with:

Comfortzone.

Essie.

September 2006 - October 2007 - Beauty Therapist at Seventh Heaven, Limerick, Ireland, (Day Spa)

Duties included:

Title: All around Beauty therapist.

Responsibilities as follows:

- Carrying out skin analysis and performing individual facial treatments.
- Keeping strong communication within the team members.
- Removal of facial and body hair by electrolysis & waxing.
- Doing spray tans.
- Applying make-up.
- Performing manicures, pedicures, eyelash and brow tints.
- Performing many different body spa treatments such as mud therapies body scrubs, and slimming body wraps.
- Carrying out different types of massage; Swedish, aromatherapy, deep tissue, hot stone and Indian head.
- Recommending clients to do courses and treatment packages and selling these.
- Reaching and surpassing personal retail and treatment targets.
- Working in reception, greeting and welcoming clients on arrival, looking after appointments and re-bookings.
- Carry out stock-takes and placing orders when stock needed replenishment.
- Cleaning and sanitizing the salon and equipment.
- Looking after cash-ups and opening and closing of the salons.

Working within a team, helping all the therapists with the preparing and tiding up of the rooms before and after treatments.

Products worked with:

dermalogica

Reprachage

Depileve waxing

Universal contour body wraps

OPI nail polishes

Education and Qualifications:

2007 Pembroke beauty and body college

CIBTAC, CIDESCO AND ITEC

ITEC

Beauty therapy,

Waxing,
Manicure and pedicure,
Facial electrical treatments,
Skincare and eye treatments,
Makeup,
Electrical Epilation,
Professional Conduct & Business Awareness,
Anatomy and physiology,
Figure Diagnosis and Swedish massage,
Body Electrical Treatments,
Indian head massage.

CIBTAC
Beauty therapy,
Body therapy,
Electrical Epilation.

CIDESCO
CIDESCO International Diploma

2005 crescent College Comprehensive

Leaving certificate.
410 Points out of possible 600
6Honours and 1pass subject.
6honours:2As,3Bs and 1C.
1Pass: B

Vocational Qualifications

Open water and advanced Open water padi scuba diving certificates.
First aid.
Public speaking.
Training cert from Guinot Paris.
Dermalogice diplomas.
oxygen therapy diplomas
Good at power point and excell

Hobbies and Interests

Yoga, pilates, dancing, trekking and mountain climbing.
Scuba diving and photography.
Travel

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