

EMILY J OSTER



651-206-1871



emilyjoster@gmail.com



@emilyjeanoster



Linkedin.com/emilyjoster

PROFESSIONAL PROFILE

My career objective is to contribute to an accomplished brand committed to quality and efficacy in their offerings to consumers, and how those services impact the consumers' everyday life. My specific interests include creating customized relationships with consumers or vendors, putting paramount investment in establishing the best experiences for them. I have acquired account management, sales growth, and merchandise planning experience alongside solid retail business education and would like to be involved in the long-term advancement of the success of customer-focused brand. My interests include facial aesthetics, medical and pharmaceutical, travel and culinary markets.

EXPERIENCE

RETAIL SALES MANAGER

Skin Rejuvenation Clinic PA / Edina, MN / 2013 - Present

My opportunity with Skin Rejuvenation Clinic has allowed for great personal growth and exploration within the medical community, specifically within facial aesthetics and skincare. I joined their business upon a large expansion and endeavor into further best servicing their clients with one on one attention and customizable care, and creating sales growth. Some of my current responsibilities include;

- ❖ Successful implantation of in store sales strategies to achieve a 20% growth in 2014 retail sales revenue, and a following 14% growth in 2015 revenue
- ❖ Management of beneficial vendor relationships through multiple skincare and beauty lines, including prescription options with consultative detail required
- ❖ Assessment of retail growth opportunity while working on a daily basis with client needs and concerns
- ❖ Provide daily support to clinical manager, patient coordinators, aestheticians and physicians through product education, implementation and opportunities based on sales analytics
- ❖ Management of multiple channels of retail sales while maintaining strategic inventory and adopting to needs of the business

RETAIL KEYHOLDER

BAREMINERALS / Roseville, MN / 2008 - 2013

My time spent in retail sales with Bareminerals allowed for growth in my own passion for customized relationships with clients and buyers, which stands to this day as one of my primary principles for successful sales growth. While earning my degree, my various management duties included;

- ❖ Created long-term relationships with clients through one-on-one interactions and education on products and company values
- ❖ Adapted to various sales strategies and marketing campaigns to ensure success in product launches
- ❖ Managed corporate communication as well as coaching and support to staff members
- ❖ Responsible for driving business and meeting daily sales and volume goals

EDUCATION

BACHELOR OF ARTS
RETAIL MANAGEMENT
University of Minnesota Twin Cities
2008-2012 GPA 3.6

SKILLS

>>PROFESSIONAL

Sales Management

Inventory Planning & Forecasting

Team Management & Education

Customer Insight

Retail Sales Strategy

Customized Client Profiling

Account Analysis & Onboarding Initiatives

Medical Environment Oriented

Relationship & Results Based Approach

Sales Team Development & Motivation

>>PERSONAL

Confident

Adaptable

Detail Oriented

Fast Paced

Committed

EMILY J OSTER

EXPERIENCE (CONTINUED)

BUSINESS PARTNER/CONTENT DIRECTOR

Minnesapolis - Local Retail Blog/ Minneapolis, MN / 2014-Present

In the summer of 2014 a close friend and school colleague of mine decided to endeavor on a personal project focusing on local Minneapolis retailers. In an effort to connect creatively with interesting brands and businesses we launched our local retail blog, Minnesapolis. Our first two years of exploring and relating with the Minneapolis retail community allowed us to;

- ❖ Collaborate with local makers and brands, both small and large, that offer a variety of unique products
- ❖ Help create exciting and contemporary marketing materials with a local focus, including projects with brands such as Madewell, Flirt Boutique, Goldfine Jewelry, Junk Bonanza, and DP Hue
- ❖ Highlight unique businesses and provide insightful profiles for locals on specialized niche categories of retail such as bridal, home styling, beauty and selfcare, etc.
- ❖ Reach out to followers and gain a 5k+ following that are connected specifically to the Minneapolis market
- ❖ Assume full creative control over content creation and website structure for ease of access worldwide

REFERENCES



BRIDGET CONLON

FORMER DIRECT LEAD

Skin Rejuvenation Clinic PA, Edina MN

(619) 857-9928

Conlon.bridget@gmail.com



REBECCA KIM

SALES ASSOCIATE

Delta Air Lines, Minneapolis MN

(310) 387-4576

Rebecca.kim@delta.com



EMMA RETZLAFF

BUSINESS PARTNER

Minnesapolis Blog, Minneapolis MN

(715) 570-1774

Emma.retzlaff@target.com



JEN LIND

CLINICAL ASST.

Skin Rejuvenation Clinic PA, Edina MN

(651) 592-5274

Jenniferlind@live.com

SKILLS

>>TECHNICAL

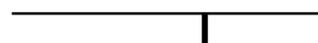
Microsoft Word



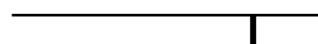
Mac & PC Operating



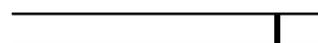
Publisher/Marketing Material



Social Media Platforms



Powerpoint & Excel



Adobe Photoshop/Illustrator



Scheduling Systems



EXTRA

Client Testimonials

"Besides assuring me that the skin problems I was having were totally normal and common, Emily convinced me of one important thing: I mattered to the clinic. My feelings mattered. They truly wanted to help me ... When you find a match this perfect, you don't want to let go."

Chelsea Lankford, unsponsored review to her 65k+ audience www.truelane.com "A Skin Story"