



Markésse Walker

Strategic Account Manager

New York, NY, USA

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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 covert 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 covert 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

- tending to the personal and professional needs of the Bishop
- arranging meetings, seminars, and luncheons w/ associate Pastors and affiliates