



# Ting Ya Wang

Retail Sales Associate

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## Languages

Mandarin

English

## About

With a strong sales background at Fenwick, I excel in upselling and cross-selling women's clothing lines. My proactive customer engagement leads to increased loyalty and repeat business. Skilled in inventory planning and fluent in English and Mandarin, I adapt quickly to different retail environments.

### BRANDS WORKED WITH

- EeLin Entertainment
- Fenwick
- Joan
- SandwiChina
- ZHUCHONGYUN

## Experience



### ● Retail Sales Associate

Fenwick | Nov 2023 - Jan 2024

- Performed strategic upselling and cross-selling of women's nightwear and lingerie based on customers' interests, exceeding daily sales goals by an average of 10%.
- Interacted with customers proactively to recommend products that best met their needs, resulting in increased customer loyalty and repeated purchases.
- Contributed to inventory planning and management by monitoring stock levels, analysing sales patterns, and implementing strategies to maximise inventory turnover.

### ● Model Agent / Executive Assistant to president

storm model management | Nov 2020 - Jan 2022

- Led HR tasks such as candidate screening and interviewing.
- Managed 80 models' jobs and provided them with successful career opportunities.
- Scouted and trained models.
- Negotiated contracts between models and clients.

### ● Fashion Writer and Editor / Project Planner

SandwiChina | Jun 2019 - Dec 2019

- Conducted in-depth interviews with fashion figures and captured their stories.
- Edited and proofread articles submitted by authors from various industries.
- Launched an art zine project to connect Taiwanese, Hong Kong, and Chinese creators; reached and connected over 30 different brands.
- Managed artwork sales, organised exhibitions, and developed marketing strategies.

### ● Fashion Design Assistant

ZHUCHONGYUN | Mar 2018 - Jun 2019

- Forecasted trends, analysed consumer preferences, and predicted market demands for a Marisfrolg Fashion Group luxury designer brand.
- Took part in pattern and clothing design. The spring print collection was the most popular in 2019.
- Supervised the clothing manufacturing process, which requires excellent communication skills.
- Forecasted trends, analysed consumer preferences, and predicted market demands for a Marisfrolg Fashion Group luxury designer brand.
- Took part in pattern and clothing design. The spring print collection was the most popular in 2019.
- Supervised the clothing manufacturing process, which requires excellent communication skills.

### ● Product Development Intern

Joan | Jul 2017 - Aug 2017

- Designed and developed products from concept to completion one of the biggest clothing groups in Taiwan.
- Planning marketing strategies with the manager.

- **Styling and Management Department Intern**

EeLin Entertainment | Jul 2016 - Aug 2016

- Participated primarily in the event, editorial, and commercial styling for the biggest fashion model agency in Taiwan.
- Assisted stylists in the development of ideas and negotiating with clients.
- Planned models' work schedules.

## **Education & Training**

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2022 - 2023 ● **University of the Arts London London College of Fashion**

Master of Science, Applied Psychology in Fashion

2022 ● **National Taiwan University**

Graduate Credit Program, Business Administration and Management

2014 - 2018 ● **Shih Chien University**

Bachelor of Arts, Fashion Design