
CONSTANCE ARNOTT

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OBJECTIVE

Seeking to obtain a position that will allow me to utilize my skills in a productive environment with the opportunity for advancement.

EXPERIENCE

SALON ASSISTANT, LOGAN 14 AVEDA SALON AND SPA;
WASHINGTON, DC 06/2019-CURRENT

- Clean and maintain salon's appearance.
- Shampoo and condition clients hair for stylist.
- Help to prepare and apply color formulations.
- Responsible for inventory and restocking Aveda products.
- Ensure clients are comfortable, offering beverages or something to read.
- Promote services and products which will enhance and improve the guests' image and/or contribute to the guest's satisfaction with services performed.

SKINCARE CONSULTANT, SEPHORA;
ARLINGTON, VA 09/2018-08/2019

- Listen to clients to determine their skincare needs and suggest products that meet those needs based on expertise, Sephora product training, and available in store technology.
- Provide client touch-ups, skin consultations, and makeovers as required.
- Demonstrate proper use of makeup and skin care products.
- Ensure that all merchandise, testers and demonstration stations are maintained and set to company standard.
- Cross-sell beauty products when appropriate.

- Ensure continued product training plans are met to remain an expert in beauty trends.

HAIR BRAIDER, A BEAUTIFUL YOU HAIR SALON;
OCEANSIDE, CA 09/2015-07/2018

- Welcomed clients as they arrived at the salon, and inquired into their hairstyling and braiding needs.
- Assessed clients' hair quality and type to determine if the braid style that they have requested can be managed.
- Suggested salon or retail products to clients, to help them in maintaining a healthy hair care routine.
- Created braid styles such as box braids, cornrows, updos, crochet, faux locs, tree braids, micro braids, and more.
- Provided clients with information on how to maintain their braids during the course of their events.

LANCOME BEAUTY ADVISOR, DILLARDS;
FORT LAUDERDALE, FL 06/2014-06/2015

- Achieved retail sales objectives by engaging clients in skincare, makeup, and fragrance.
- Attracted new Lancome clients and retained existing clients through unparalleled client service and follow-up.
- Maintained active contact with a growing preferred client list and followed up with client inquiries.
- Conducted make-up applications, skin care analysis and product demonstrations with clients.
- Provided a personalized service helping clients find unique solutions for their cosmetic needs.

- Displayed exceptional, client-centric selling skills with a drive for results with integrity.

ESTHETICIAN & FRONT DESK, MASSAGE ENVY;
CHULA VISTA, CA 07/2010-05/2011

- Performed quality, professional skin care services that met clients' needs within the scope of practice.
- Customized facial treatments within Massage Envy's policies, protocols to craft truly personalized sessions and recommended a home care regimen to achieve desired results.
- Maintained client confidentiality and upheld commitment to safety.
- Set and checked clients in and out for appointments.
- Stayed updated on retail products and promotions.
- Promoted the Wellness Program.

ESTHETICIAN, THE WELLNESS SPA;
SAN DIEGO, CA 05/2010-05/2011

- Provided facials, body treatments, and makeup applications.
- Adhered to appointments in a timely manner by monitoring the time schedule.
- Welcomed clients in a warm, friendly manner, accompanying them to and from the treatment room.
- Advised clients on skin care, recommending suitable treatments and home care regimens.
- Maintained product knowledge to promote and sell spa services, and retail products.

SHAMPOO ASSISTANT, CHAMELEONS HAIR SALON;
SAN FRANCISCO, CA 09/2007-03/2010

- Shampooed and conditioned clients' hair for the stylist, and prepped them for various services being performed.
- Maintained keeping the shampoo area cleaned, replenished products as needed, and sanitized.
- Assisted with day to day salon up-keep by sweeping the floor and folding towels.
- Promoted and sold services and products, including recommending and selling additional services and/or retail products which enhanced the clients' service.

SALES MANAGER, NORDSTROMS;
HILLSDALE, CA 09/2005-06/2007

- Achieved department volume and productivity goals by developing and executing a business plan.
- Adhered to all company policies, procedures, business ethics codes and ensured they were implemented within the team.
- Helped make sure presentation standards were met through merchandising and inventory management.
- Communicated business opportunities that included line performance, stock levels, and team motivation/recognition.
- Supported the team from recruiting, hiring, and training, to developing and motivating.
- Managed the scheduling and execution of vendor events and promotions.

- Lead by example how to set and exceed personal and company goals while emphasizing the importance of delivering amazing customer service everyday.
- Achieved Pacesetter. 2007

SALES ASSOCIATE, MACY'S;
SAN FRANCISCO, CA 11/2004-08/2005

- Worked one-on-one with clients' intimate apparel needs to ensure an exceptional 'fit' experience.
- Worked as a team player to ensure each clients received the best service possible.
- Performed daily department maintenance tasks including stock work, re-merchandising, display, price markdowns, merchandise transfers and light cleaning.
- Opened new Macy's accounts as a means of building client relationships.
- Processed payments by totaling purchases; processing checks, cash, and store or other credit cards.

EDUCATION

AVEDA Institute Washington DC, Cosmetology - 2018-2019

The International Dermal Institute, Dermalogica Certified - 2014

For Skin and Health Care, Epicuren - 2011

Concepts Institute of Advanced Esthetics, Clinical Esthetics - 2010

Skin Biology & Chemical Peel, PCA Skin - 2009

Evolutions of Beauty, Kryolan Professional Makeup - 2009

Marinello Schools of Beauty, CIDESCO Esthetician - 2009