

KEVIN ZHANG

Site: cloonk.com | Email: kevinzhang813@gmail.com

EDUCATION

Pratt Institute

Data Analytics and Visualization (MS)

GPA: 3.9 (Dean's List)

New York, NY

September '24 - Present

Fashion Institute of Technology

Advertising and Marketing Communications (BS)

Fashion Merchandising (AAS)

New York, NY

January '23 - June '24

August '21 - December '22

Club/Programs: Nordstrom Ambassador Program, Phi Theta Kappa's Honor Society, *Asian American Dream*

EXPERIENCE

EssilorLuxottica

Sales Analyst

New York, NY

August '25 - Present

- Researching brand-strategy pain points to international stakeholders across luxury brands.
- Generated and modernized weekly stock reportings, offer forms, and PO templates.

Sr. Account Manager, Contract

August '24 - July '25

- Assume responsibilities of the previous Sr. Account Manager, overseeing EL's off-price perimeter.
- Independently negotiated and closed multi-million-dollar deals across 7 key accounts, generating \$10+M.

Account Management & Merchandising Intern

June '23 - July '25

- Recovered \$640,000 in revenue while independently overseeing Nordstrom Anniversary's sale.
- Automated reporting, slide-generation, and image-management workflows, reducing processing time by 95%.
- Evaluated and reported over 5,000 styles across physical store feedbacks, releases, and account performances.
- Generated Ad-hoc reports across 6 luxury accounts and 20 EssilorLuxottica licensed brands.

Tiffany & Co. Flagship

Operations & Merchandising Associate

New York, NY

October '22 - January '23

- Managed inventory reconciliation and processed e-commerce orders for 9 luxury case lines.
- Designed luxury "Style Edit" case lines, featuring goods valuing over \$32,000 each.
- Trained over 20 new hires on essential technical skills, company operations, and luxury handling skills.

TD Bank

Bank Teller II

New York, NY

September '21 - October '22

- Ranked #2 in sales performance across NYC tellers, top 5% across all NYC branches.
- Independently performed KYC on clients for transactions over \$10,000 and performed CTRs.
- Handling over \$1,000,000 daily, to ensure the bank is met with audit and reconciliation standards.

LEADERSHIP EXPERIENCE

Dragon Tea

Store Manager

New York, NY

March '20 - June '21

- Led startup operations including pricing, workflow design, and menu development.
- Exceeded sales targets by 250% and recruited/trained staff while maintaining a 5-star Yelp rating.

SKILLS

Technical Skills: SQL, Python, R, Pandas, tidyverse, DuckDB, Excel (PivotTables, Power Query, XLOOKUP, VBA), Power BI, Tableau, SAP, Skypad, ContentLab, NuOrder, JavaScript, HTML/CSS, GitHub, Mapbox GL JS, GeoJSON, H3 Spatial Analytics, Cloudflare R2, Microsoft Office Suite, Adobe Creative Suite, Figma, Google Analytics 4

Languages: English, Cantonese, Mandarin (Fluent); Japanese (Intermediate); Spanish (Basic)

Certifications: Google UX Design Foundations, Microsoft Excel 2019 (Certiport), Google Analytics 4 (Skillsshop), Inside LVMH, Jewelry Design & Rendering