

ATSUKO ANN JONOKUCHI-AU

EXPERTISE

**Sales / New Business Development / Leadership
& Team Building**



HIGHLIGHTS

- Over 30 years client relations experience using highly effective combination of leadership and intercommunication skills.
- Demonstrated ability to attract new customers to help build your business and maintain client base through personalized customer service.
- Demonstrated track record and expertise in planning, promotion and sales to broader customer base.
- Able to communicate efficiently with Japanese clients using my verbal Japanese skills.
- Proven ability to coordinate the efforts of others effectively and foster an atmosphere of “teamwork” to achieve company goals.
- Established from “scratch” company specializing in sales of customized leather goods & jewelry. Became skilled in all phases of unit operations management, including **Sales, Merchandising & Display, Budgeting, Record-keeping & Inventory Control**. Recognized for “dedication to customer service and customer satisfaction” through hands-on management style.
- Familiarity and knowledge of administrative procedures and word processing systems, including Microsoft Word and Internet Explorer; filing and records management.
- Conducted classes and mentored new sales staff.
- Willingness to exceed and succeed in a sales structured environment.
- Proven performer; entrepreneurial by nature. Flexible schedule.

EXPERIENCE

DOLPHIN GALLERIES, HILTON HAWAIIAN VILLAGE

Honolulu, HI

Sales Consultant

2004 to present

Retail sales for jewelry, glass, bronze sculptures, ceramics and wall art. Assisted with the Paperwork and inventory with the corporate office located in Maui.

RAINBOW COLLECTION

Honolulu, HI

Sales and Customer Service

2002 to 2004

Retail sales of customized jewelry. Helped with actual re-designing of customers' own jewelry as well as new pieces. Implemented and coordinated a special monthly show featuring various designers and other vendors in Ala Moana Shopping center.

Selected accomplishments:

- *Top salesperson for the company*

NEIMAN MARCUS

Honolulu, HI

Precious Jewels / Men's Sportswear Sales Associate

1998 to 2002

Established new clientele base for first store here in Hawaii. Communicated with management here and in Dallas regarding right merchandise mix for clientele here in Hawaii. Merchandised all new stock as well as setting up of designer shows.

Selected accomplishments

- *Always in the top 3 sales associates in the department every quarter*

DFS HAWAII INC.

Honolulu, HI

Polo Specialist

1997 to 1998

Coordinated merchandising in all the new Polo Departments.

Selected accomplishments

- *Top Polo sales associate.*
- *Winner of National Polo Sales Incentive*

A/X ARMANI EXCHANGE

Honolulu, HI

Lead Sales

1996 to 1997

Assisted in the training of all employees during initial orientation and training program for new store here in Hawaii and ongoing training of new hires. Coordinated with visuals and displays.

ETTORE BUGATTI BOUTIQUE

Honolulu, HI

Boutique Supervisor

1994 to 1996

Opened new boutique in Waikiki. Responsible for all inventory, merchandising and sales. Hired and trained the new staff for sales in a "high-end" name brand boutique. Created the training program and product knowledge manual.

LIBERTY HOUSE

Honolulu, HI

Sales Manager

1991 to 1994

Hired and trained staff on various departments. Helped with the opening of the new Men's Store in Kahala. Responsible for motivating and driving up sales 40%.

EDUCATION

CALIFORNIA STATE UNIVERSITY

Long Beach, CA

B.A., Art/English Course Load

Pending