

Ana Thallas

LUXURY SALES TERRITORY MANAGER

Colorado Wyoming Utah New Mexico Idaho

Value Offered Over 7 years of outside sales representation. Selling luxury eyewear such as Gucci, Alexander McQueen, YSL, Tom Ford, Mont Blanc, Balenciaga and Roberto Cavalli to independent retail stores, ophthalmologists, optometrists, opticians, and key accounts. Specializing in seasonality based resorts and retail accounts. Large quantity buy proposals, relationship retention and building, cold calling, prospecting, trunk shows, brand trainings, debt collections, money allocations, inventory, keeping strict brand standards with accounts in place, synergizing, negotiating, forecasting, and traveling.

Department Store and Independent Retail staff brand trainings and product knowledge

Developed Independent Retail Division for Kering Eyewear and managed nation wide

Extensive training in the Finance & Securities Industry. Series 7 and Series 66 test training through Edward Jones Investments and STC

13 years of Opticianary experience with leading/managing Optometry Optical and frame buying.

Medical billing, social media marketing, merchandising

Proven track record of meeting and exceeding sales quotas (monthly, quarterly, annually) 15% YoY

Strong command of internal business protocols and experience conducting business with Department Stores, Boutiques, Sales Staff & Sales Representatives.

Expert relationship builder, negotiator and sales strategist.

Key Skills

Trunk Shows

Sales Team Training & Management

Complex Negotiations & Sales Cycles

Series 7 Test Training

Product Training for free standing branded Department Store Brand Trainings stores & staff

ABO Certified 2006

Strategic Partnership Building

Key Account Management

Independent Retail Account Management

Apparel Trade Shows

Inventory Management

Career

Progression

Kering Group Eyewear 07/2016 – Present

200 Somerset Corp BLVD

Bridgewater, NJ 10018

Gucci Brand Ambassador

Marcolin USA 07/2012-01/2016

7543 E. Tierra Buena Ln

Scottsdale, AZ 85260

Fashion Sales Territory Representative

Accent Optics 2009-2012

1573 S Colorado BLVD

Denver, CO 80222

Dr. Rick Hurlbut Owner/CEO

Practice Manager

Eye Care Consultants Vision Source 2007-2009

8586 E Arapahoe Rd

Centennial, Co 80013

Dr. John L Schachet OD Owner/CEO

Optical Manager/Frame Buyer

Europtics Inc 2001-2007

3300 E First Ave

Denver, Co 80206

Ira Haber Owner/CEO/President
Sales Optician/Frame Buyer

Education Metro State College Of Denver, CO
American Board Of Opticianry Certification 2004-Present
Free Form Lens Certification 2007-Present
Vision Expo East and West Buyer 2007
Vision Expo West Vendor 2012 - 2017
MAJIC, Las Vegas Vendor S/S & F/W 2017

Languages Expert written and verbal fluency in Spanish

Technology MS Office (Word/Excel/PowerPoint/Access/Project), Office Mate, VSP, Eyemed, QuickBooks,
Windows (all), UNIX, MS Excel, B2B

