

# ERIN PERKINS

**FASHION & ENTERTAINMENT**

**SINGER & MODEL**

**SALES & MARKETING**

## **PROFESSIONAL SUMMARY**

- Professional singer, actress and model with international experience and a high sense of fashion; formally the personal assistant and event planner for multiple Tony Award Nominee Kelli O'Hara; primary liaison for Mrs. O'Hara on all points of contact including designers, agents and directors; competed in the Miss America contest; Bachelor of Music, *Cum Laude*
- Model for high end designer clothing boutique, Periwinkle in Alexandria VA. Modeled in over 75 photo shoots with fashion designers such as Yoana Baraschi, Beverly Felman, AG Jeans, Just Black denim, Trina Turk, Led fashion store sales team in achieving record revenue growth; recognized as top sales producer in store history

## **PROFESSIONAL EXPERIENCE**

### **PROFESSIONAL SINGER/ACTRESS/MODEL**

**AUGUST 2005 to PRESENT**

- Professional singer, actress and model with international experience; performed in Tokyo, New York City, Washington, DC and Oklahoma City; directed and performed in cabaret shows in Washington, D.C. and New York City

#### **Accomplishments**

- Lead female vocalist for the grand opening of Tokyo Disney's *Encores, a Broadway Review*
- Competitor in Miss America Pageant; 1st Runner-up, Miss Kansas 2005

#### **Notable Professional Performances**

- |                         |                         |   |
|-------------------------|-------------------------|---|
| ➤ Martha Jefferson      | 1776                    | Ford's Theatre                                |
| ➤ Summer Cabaret Series | <i>One Stoplight</i>    | Signature Theatre                             |
| ➤ Eliza Doolittle       | <i>My Fair Lady</i>     | Cohoes Music Hall                             |
| ➤ Maria                 | <i>Sound of Music</i>   | Cohoes Music Hall                             |
| ➤ Maria                 | <i>West Side Story</i>  | Oklahoma City Opera and Music Theatre Company |
| ➤ Aldonza               | <i>Man of La Mancha</i> | Oklahoma City Opera and Music Theatre Company |

### **MODEL/SALES MANAGER/ASSISTANT BUYER**

**MARCH 2010 to NOVEMBER 2019**

#### ***Periwinkle***

*Periwinkle is a women's clothing and fashion boutique offering product lines from emerging and well established designers including Trina Turk, Shoshanna, Yoana Baraschi and Beverly Feldman*

- Lead model in over 75 photo shoots for designer clothing boutique magazine publications, website and multiple social media platforms. Appeared as lead model in featured photo shoots in Washington D.C. and The Virgin Gorda.
- Featured model and stylist in Northern VA magazine
- Accountabilities include stylist, model, sales management, merchandising and preparation of marketing materials
- Travel to fashion trade shows in New York, Las Vegas and Atlanta to coordinate new product lines with fashion designers
- Organize and implement numerous designer trunk shows throughout the Washington, DC metropolitan area
- Manage 24 full-time and part-time sales professionals; assist in recruiting, hiring and goal setting; conduct regular training sessions on product lines, assisted in opening new location in Washington, DC metropolitan area

#### **Accomplishments**

- Organized multiple fashion shows generating over \$10,000 in sales and introducing Periwinkle to over 400 new clients
- Led the sales team and personally achieved the highest sales revenue in seven year store history; recognized as top sales producer; set multiple sales records by utilizing consultative sales and conflict resolution techniques

## **EDUCATION**

**BACHELOR OF MUSIC- *Graduated Cum Laude***

**May 2005**

**OKLAHOMA CITY UNIVERSITY**

#### **Accomplishments:**

- Awarded multiple leadership and academic scholarships including the *OCU Leads Scholarship* for demonstrating leadership through social, academic and volunteer organizations