**(Kim) Tha Thoun**

 (628) 260-2916 | mskimtha@gmail.com



**OBJECTIVE:**

Outgoing and experienced professional seeking a Bottle Service Girl position. Skilled in providing exceptional VIP service, boosting sales, and enhancing the nightlife experience in upscale venues.



**EDUCATION**

**Fayetteville State University** Fayetteville, North Carolina

December 2021

*Bachelor of Science in Accounting*

**GPA:** 3.8 **Honors:** Dean’s List

**RELEVANT EXPERIENCE:**

Bahiana Day Party Oakland, California April 2024 - July 2024

***Cocktail Waitress***

* Provide attentive and friendly bottle service, ensuring guests have an exceptional experience.
* Greet and seat guests, explain bottle service options, and take orders promptly.
* Deliver beverages with proper presentation, maintain bottle quality (chilled, refilled as needed).
* Regularly check on guests, anticipating their needs and ensuring drinks are refreshed.
* Manage high-energy table environments and handle guest requests quickly and professionally.
* Promote upcoming day parties and evening events to build anticipation and drive attendance.
* Utilize social media platforms to post event details, engage with followers, and respond to inquiries.
* Network and engage with guests to build a client list, securing table reservations for future events.
* Coordinate with club management and event planners to maintain a schedule of promotions.
* Follow up with clients to confirm reservations, coordinate special requests, and handle booking changes.
* Assist in setting up day party and VIP sections, ensuring tables, displays, and decor are properly

1015 Folsom San Francisco , California September 2023 - September 2024

***Cocktail Waitress***

* Delivered VIP bottle service at San Francisco's largest club, 1015 Folsom and managed 30 tables for a three story venue.
* Ensured prompt, professional customer service in a high-energy environment.
* Managed multiple tables, balancing efficiency and accuracy.
* Collaborated with staff for seamless guest experiences.
* Upsold premium bottles, boosting revenue.
* Upsold tickets and promoted future events
* Maintained a polished appearance, enhancing the club’s upscale image.
* Built strong relationships with regular patrons, driving repeat business.
* Handled transactions with integrity and discretion.
* Assisted in organizing and executing special events.
* Remained calm under pressure, resolving guest issues swiftly

386 Lounge San Jose, California January 2023- September 2023

***Marketing/ Event Manager/ VIP Lead Bottle Girl***

* Reserve contingencies for unexpected expenses.
* Research and listen to DJ sets to ensure genre and style fit the event theme.
* Negotiate DJ pay rates based on popularity, demand, and event budget.
* Develop a social media campaign to attract guests using Instagram, TikTok, and other platforms.
* Leverage import modeling and influencer marketing to increase reach and drive ticket sales.
* Create promotional visuals and videos highlighting event features.
* Price and package tables to encourage high sales and upsells.
* Sell tables to patrons and offer personalized add-ons.
* Negotiate and secure a percentage of each table sale.
* Set ticket prices based on event popularity and target demographic.
* Negotiate for a percentage of ticket sales as part of revenue-sharing agreements.
* Assess venue capacity to set bar minimums, balancing expected attendance and revenue goals.
* Decide if the event is 18+ or 21+ based on crowd preference and legal requirements.
* Calculate required security staff to match expected capacity and age restrictions.
* Use FIFO (First-In, First-Out) method to manage and replenish inventory efficiently.
* Recruit and hire personnel for lighting, media, and photography to enhance the event experience.
* Coordinate with staff for event setup, operations, and guest experience.
* Greet guests at the door, ensuring a welcoming experience.
* Manage and oversee the guest list, coordinating with security for a smooth check-in process.

Arena SF San Francisco , California October 2022- January 2023

***Cocktail Waitress***

* Provided VIP bottle service, ensuring top-tier customer experiences in a lively club environment.
* Managed table reservations, facilitating seamless service and maximizing revenue.
* Upsold premium bottles and packages, contributing to increased sales.
* Collaborated with bartenders and security to maintain a safe and enjoyable atmosphere.
* Monitored inventory, ensuring accurate allocation and timely replenishment of bottles.
* Assisted in planning and coordinating events, working closely with promoters and DJs.
* Promoted upcoming events through social media and direct outreach, driving attendance and brand awareness.
* Negotiated event details, including guest lists and special offers, with industry partners.

 