

CAMILLE EATON

214.226.3096

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Boca Raton, FL

Dear Hiring Manager,

I am excited to apply for the opportunity to join your team. With more than eight years of leadership experience in the medical aesthetics and wellness industry, I have built my career around driving operational excellence, increasing revenue, developing high-performing teams, and delivering exceptional client experiences.

Throughout my career, I have successfully led clinic operations while focusing on the metrics that drive business success. From improving profitability through KPI analysis and P&L management to increasing membership growth, lead conversion, and client retention, I thrive in environments where operational strategy and sales performance work hand in hand. I enjoy building strong teams, creating efficient systems, and helping businesses achieve sustainable growth.

Most recently, as an Operations Manager with Eleven Wellness + IV, I oversaw daily clinic operations while supporting revenue growth through membership sales, retail performance, marketing initiatives, and operational improvements. My experience also includes budgeting, inventory management, compliance, vendor partnerships, workflow optimization, and coaching teams to deliver outstanding service while achieving business objectives.

What sets me apart is my ability to balance strategy with execution. I am equally comfortable analyzing financial performance, improving operational efficiencies, coaching teams on consultative selling, or working alongside providers to enhance the client experience. I believe the strongest businesses are built through a combination of operational discipline, relationship building, and a culture focused on growth.

I would welcome the opportunity to bring my operations, sales, and leadership experience to your organization. Thank you for your time and consideration. I look forward to the opportunity to discuss how my background and passion for the wellness and aesthetics industry can contribute to your team's continued success.

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Operations, Sales & Business Development |
Aesthetics & Wellness



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PROFESSIONAL SUMMARY

Results-driven operations and sales leader with 8 years of experience in the medical spa, wellness, and aesthetics industry. Proven success driving revenue growth through operational excellence, consultative sales, and membership development. Expertise in team leadership, KPI management, P&L oversight, and business operations that increase profitability and elevate the client experience.

CORE SKILLS

- Operations Management
- Profit & Loss Management
- KPI & Revenue Tracking
- Budgeting & Cost Control
- Marketing Strategy
- Workflow Improvement
- Team Leadership & Coordination
- Lead Conversion
- Sales Closing
- Consultative Selling

EDUCATION

Broward College

Studied Early
Childhood Education

2009-2013

REFERENCES

Lisa Pineiro

Owner of Advanced
Skin Fitness

214.980.9575

Nicholas McNamee

Co-worker at Eleven
Management

469.268.4468

WORK EXPERIENCE

Operations Manager

October 2025 – June 2026

Eleven Wellness + IV

- Oversee daily operations for a luxury wellness and aesthetics clinic, driving revenue growth and client satisfaction.
- Manage scheduling, inventory, compliance, vendor partnerships, and operational efficiency.
- Monitor KPIs, revenue, payroll, and clinic performance to maximize profitability.
- Drive membership sales, lead conversion, client retention, and retail growth.
- Execute marketing initiatives and promotions that increase client engagement and recurring revenue.

Operations Manager

July 2024 – June 2026

Eleven Management LLC

- Manage operations, administrative functions, and reporting across multiple business entities
- Oversee budgeting, expense tracking, SOP development, and operational workflows
- Coordinate marketing projects, vendor relations, and strategic initiatives
- Support leadership with recruiting, onboarding, team coordination, and business operations

Marketing & Operations Manager

May 2021 – July 2024

Advanced Skin Fitness

- Led marketing strategy and daily operations for a wellness and aesthetics clinic
- Managed digital marketing, promotions, social media, and brand development
- Oversaw scheduling, client experience, workflow efficiency, and front-end operations
- Coordinated vendor relations, events, inventory, and operational improvements.

Director of Sales & Marketing

November 2018 – April 2021

MYX Blend Bar

- Directed marketing campaigns, promotional initiatives, social media strategy, and brand partnerships to support business growth and customer engagement
- Assisted with client experience, team coordination, scheduling, and daily operational management
- Increased revenue by driving sales and improving client retention.