

Camryn
Hilliard
Professional Summary

Highly motivated Sales Associate with extensive customer service and sales experience. Outgoing sales professional with track record of driving increased sales, improving buying experience and elevating company profile with target market. Consistently recognized for sales performance and excellence in customer service.

Skills

- Current trend knowledge
 - Stocking and Replenishing
 - Merchandising Knowledge
 - Sales
 - Exceptional Customer Service
 - Social perceptiveness
 - Problem-solving skills
 - Client Service
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- Clothing/accessories, minor veterinary and Pandora Jewelry product knowledge
 - Excellent people skills
 - Sales expertise
 - Sales training
 - Cash Handling
 - Multi-tasking strength
 - Cash register operation

Education

University of Scranton City, State Expected in 05/2024 Bachelor of Science : Psychology And Political Science

Work History

Company Name - Sales Associate

City, State 02/2020 - Current

- Engaged with customers to effectively build rapport and lasting relationships.
- Delivered high level of assistance by locating products and checking store system for merchandise at other sites.
- Educated customers on promotions to enhance sales.
- Completed orders through store provided system and organized product deliveries to meet customer timetables.
- Applied security and loss prevention training toward recognizing risks and reducing store theft.
- Maintained customer satisfaction while handling product returns quickly and professionally.
- Liaised with customers and recommended specific products and specials, aligning with individual needs, requirements and specifications.
- Provided positive first impressions to welcome existing, new and potential customers.
- Answered customer questions regarding sizing and accessories and explained how to properly care for merchandise.
- Maintained records related to sales, returns and inventory availability.
- Evaluated inventory and delivery needs, optimizing strategies to meet customer demands.
- Processed product returns and assisted customers with other selections.
- Worked alongside retail representatives to boost sales by enhancing product presentations and advertising collateral.
- Educated associates on market trends and stayed up-to-date on forecasts and Pandora news.
- Tracked stock using company inventory management software.
- Prepared merchandise for sales floor by pricing or tagging.
- Analyzed and properly processed product returns, assisting customers with finding alternative merchandise to meet needs.
- Maintained organized, presentable merchandise to drive continuous sales.
- Implemented up-selling strategies such as recommending accessories and complementary purchases to boost revenue.
- Solved customer challenges by offering relevant Jewelry products and services.
- Prepared cash deposits up to \$500 with zero discrepancies.

Company Name - Sales Associate

City, State 08/2019 - 08/2020

- Engaged with customers to effectively build rapport and lasting relationships.
- Delivered high level of assistance by locating products and checking store system for merchandise at other sites.
- Educated customers on promotions to enhance sales.
- Developed, marketed and sold full range of clothing products, including Champion and Nike.
- Completed orders through Untipro system and organized product deliveries to meet customer timetables.
- Applied security and loss prevention training toward recognizing risks and reducing store theft.
- Trained and developed new sales team associates in products, selling techniques and company procedures.
- Maintained customer satisfaction while handling product returns quickly and professionally.
- Liaised with customers and recommended specific products and specials, aligning with individual needs, requirements and specifications.

- Provided positive first impressions to welcome existing, new and potential customers.
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- Maintained organized, presentable merchandise to drive continuous sales.

Company Name - Veterinary Technician

City , State 09/2018 - 08/2019

- Assessed paws, ears and eyes for injuries or infections as part of initial evaluation.
- Maintained daily progress records, surgery logs, x-ray logs, Drug Enforcement Administration logs and routine records.
- Cleaned and disinfected exam areas, equipment and kennels to prevent spread of disease, control odors and maintain healthy environment.
- Interacted with clients regarding animal health, questions and concerns, education on treatment protocol and general procedures.
- Assisted veterinarian with wound treatment, administration of vaccines and operations.
- Assisted Dr. Fanning in performing basic exams and tests such as fecal and blood analysis for all species of patients.
- Monitored urine and fecal output, completed weight checks and observed appetite during feeding.
- Administered oral or topical medications to boarding patients as specified by veterinarian in animal's medical record.
- Greeted pet owners and performed intakes to go over array of available services, outline costs and determine special needs of animal while in care.
- Administer medications, vaccines, and treatments as instructed by veterinarian.
- Conducted preliminary patient workups including gathering patient history information, description of symptoms from owner, and documenting presenting condition.
- Prepared surgical instrument packs and drapes for use in sterile environments by processing in autoclave under high pressure and high temperature conditions.
- Collected specimens from patients for laboratory analysis for parasites, blood analysis and culture.
- Processed new patients and updated client records with key information using hospital provided software.
- Carefully clipped nails and trimmed hair around pads and paws, using gentle approach for anxious pets.

Languages

American Sign Language :

Elementary

American Sign Language :

Elementary