

SALES ASSOCIATE

Summary

Accountable Retail Sales Associate demonstrating a high level of ownership and initiative. Possessing 2 years small management experience. Quick and effective at decision making, while maintaining excellent customer service throughout the sales process in any given environment.

Highlights

- 6 years Customer Service Experience
- • Intermediate Microsoft Office (Word, Excel, etc.)
- • Outstanding communicational and operational skills
- • Proven ability to multi-task
- • Ambitious, Positive, Enthusiastic
- Punctual and Reliable

Accomplishments

Fulfilled all supervisory duties when / if Store Manager was unable to make it into our store, whilst training a new employee at our store location for 6 months.

Lead sales by example when employees quit or called off, earning myself the sales lead position likewise as attaining the ability to open and close the store with proven responsibility and punctuality.

Work Experience

Sales Associate , 06/2013 to 03/2014 Company Name 1/4 City , State

- Ensure that each customer receives outstanding service by providing a friendly environment, which includes greeting and acknowledging every customer, maintaining in depth product knowledge and all other aspects of customer service.
- Completing daily sales goals and completing corporate set tasks to provide store with better overall numbers
- • Concurring sales floor readiness each day by using 7 steps and techniques with each customer
- • Completing operational floor tasks in timely fashion such as changing out marked down items and popular clothing wear.

Senior Sales Associate , 02/2014 to 06/2014 Company Name 1/4 City , State

- Worked as a team leader to provide the highest level of service to customers while teaching a team of 6-10 associates better steps and techniques to acquire our sales
- Created strategies to develop and expand existing customer sales, which resulted in a 45% increase in monthly sales.
- Verified that all merchandising standards were maintained on a daily basis. .

Retail Sales Representative/Sales Lead , 10/2014 to 04/2016 Company Name

- Complete monthly sales goals, alongside working with every customer to ensure that both the company and the customer benefit greatly from each time they step into a T - Mobile store
- Maintain product knowledge and maintain sales numbers to reach and hit every goal required by company
- Provide excellent customer service to each and every customer every time they step foot into a T - Mobile retail store.
- Opened and closed the store, including counting cash, opening and closing cash registers and creating staff assignments.

Server , 05/2016 to Current Company Name 1/4 City , State

- Maintain self set and supervisory set sales goals whilst providing the utmost and highest of service to each guest•
- Provide food and beverage suggestions to guest when ordering through pertinent product knowledge and while making personal recommendations.
- Engage in conversation with guests providing a very loving atmosphere for their dinner and or lunch

Education

June 2013 Downers Grove North High School 3.1 Some college

Skills

- Attentive to small details
- Very calm under pressure but not too leisured to resolve the problem
- Positive influence•
- Dependable