

SALES ASSOCIATE

Summary

Dedicated Sales Associate offering [Number] years of success in fostering quality shopping experiences through expert needs assessment and extensive product knowledge. Proven history of exceeding sales targets and meeting customer needs with effective product solutions. Skilled in training and mentoring new associates on customer service and sales best practices. Talented [Job Title] with strong background in [Area of expertise] . Passionate about [Type] sales, customer relationship management and merchandising. Strategically increase profitability with enhanced displays and appealing ensembles. Focused [Job Title] driven to develop and implement fresh sales and marketing strategies with financial and operational discipline. Skilled at building strategic partnerships and managing existing relationships. Proven leader with history meeting and exceeding sales objectives.

Skills

- Inventory control procedures
- Cash handling accuracy
- Dispute mediation
- Relationship selling
- Merchandising knowledge
- Sales expertise
- Cash register operation
- Client account management
- Excellent communication skills
- Market research and analysis
- Product Sales
- Retail merchandising expertise

Experience

06/2018 - 10/2019 Sales Associate , Company Name , City , State

- Answered incoming telephone calls to provide information about products, services, store hours, policies and promotions.
- Retained product, service and company policy knowledge to serve as resource for both coworkers and customers.
- Surpassed daily sales goals [Number] % by cross-selling [Product or Service] and promoting additional products.
- Sold various products by explaining unique features and educating customers on proper application.
- Collaborated with fellow sales team members to achieve group targets, frequently exceeding quotas [Number] % or more.
- Built and maintained effective relationships with peers and upper management to drive team success toward common sales, service and operational goals.
- Offered product and service consultations and employed upselling techniques.
- Assisted customers by finding needed [Type] items and checking inventory for items at other locations.
- Won store sales competition for [Task] , resulting in [Result] .
- Listened to customer needs to identify and recommend optimal [Product or Service] selections.
- Conferred with management to offer feedback on operations and promotions based on customer preferences and purchasing habits.
- Recruited, hired and trained new hires to optimize profitability.
- Maintained well-stocked and organized sales floor with latest merchandise to drive sustained sales revenue.
- Provided every customer with comprehensive assistance upon entering store through merchandise selection and completion of purchases.
- Executed [Number] outbound calls each week to existing customers, resulting in [Number] % increase in sales.
- Drove sales of company products and services by meeting with customers using strategic and organized approach.

10/2016 - 06/2019 Deli Associate , Company Name , City , State

- Received new inventory and rotated stock by dates to keep items fresh and usable.
- Cleaned utensils, dishes and glasses for customer use.
- Sanitized and kept work areas tidy by cleaning surfaces, equipment and floors, removing trash and maintaining machinery.
- Assessed customer needs, including food allergies and suggested additional menu items as appropriate.
- Answered telephone inquiries about available menu items, products and services and delivered appropriate information so customers could make valid choices.
- Created aesthetically pleasing food arrangements for special orders and party trays.
- Maintained work areas in clean, neat and sanitized manner to reduce potential for illness or injury.
- Worked with customers placing large or specialized orders, providing samples and recommendations and responding to requests.
- Organized ingredients and restocked supplies to prepare for busy periods.

08/2010 - 09/2013 Security Officer , Company Name , City , State

- Monitored [Number] security cameras and fire, building and alarm systems.
- Worked with local and federal law enforcement agents to apprehend suspicious individuals.
- Investigated alarms and disturbances to maintain safety.
- Provided security presence for over [Number] events with [Number] attendees.

- Surveilled all areas within facility to identify suspicious behavior.
- Patrolled and secured industrial and commercial premises to prevent intrusion.
- Documented all security-related situations and submitted in-depth reports to [Job title] .
- Verified integrity and accuracy of photo ID's, tickets and passports prior to authorizing passage.
- Inspected parking lot to verify parking permits and ticketed or towed all unauthorized vehicles.
- Responded to emergency situations quickly to minimize risk and injury.

Education and Training

01/2006 Associate of Science , Computer Engineering Technology EDUTECH , City

02/2008 Automotive Mechanics MechTech Collage , City

Accomplishments

- Re-organized something to make it work better.
- Identified a problem and solved it.
- Come up with a new idea that improved things.
- Developed or implemented new procedures or systems.
- Worked on special projects.
- Received awards.
- Been complimented by your supervisor or co-workers.