

## SALES ASSOCIATE

### Skills

- Motivated Seller
- Customer Service Oriented
- Attention to Detail
- Quick Learner
- Retains Information with ease
- Commitment to Professionalism
- Persuasive Communicator

### Summary

Motivated strategic sales professional with three years of experience. Focused, driven and detail oriented with great communication skills. Works well as an independent associate or in a team environment. Looking to join a team of hardworking individuals working towards the same goal.

### Experience

10/2015 to Current

Sales Associate Company Name i¼ City , State

- Helped lead the store to a 15% increase for both years employed.
- Approach browsing customers and initiate conversations to determine buying preferences.
- Recommend specific styles based on customers footwear needs.
- Properly took measurements of the customers foot and inquired about any ailments.
- Recommended additional items to increase sales and multiples.
- Provided a level of customer service regardless of difficulty level.
- Consistently in the top for sales each month and kept 'perfect numbers'.
- Maintained contact with regular clients and often requested by name.

12/2014 to 10/2015

Bridal Consultant Company Name i¼ City , State

- Used active listening skills as well as knowledge of merchandise to select dress options for brides, and provide feedback to encourage them to purchase.
- Maintained communication post-sale with brides to continue building rapport and ensure optimal customer service.
- Consistently delivered 5-10% over monthly plan goals for length of employment.
- Knowledgeable in Bridal fashion, specifically with Maggie Sottero, Casablanca Bridal, David Tutera Bridal, The Dessy Collection, Alfred Angelo, Bill Levkoff, Mori Lee.
- Accurately measured and sized, brides and bridal party using various designer size charts.
- Excelled assisting non-traditional customers.

06/2010 to 12/2014

Waitstaff Company Name i¼ City , State

- Generated top sales (\$2000+ per evening) by marketing nightly specials during high volume days (Fridays, Saturdays and Sundays)
- Trained new server staff brand operations, restaurant compliance and customer expectations. One of two head trainers.
- Successfully promoted additional drink and menu items to guests to increase product sales.
- Educated existing employees when new standards were rolled out.
- Assured customer happiness through friendly, competent service
- Ensure servers have performed end of night duties accurately.

### Education and Training

2006

High School Diploma Stevens High School i¼ City , State , USA

Business Management Black Hills State University i¼ City , State , USA