

SALES ASSOCIATE

Professional Summary

Sales professional offering nearly 4 years experience in sales and sales management in a retail setting. Specializes in men and women's wear, with emphasis in building a solid customer base.

Skill Highlights

- High-end fashion knowledge
- Superb sales professional
- Loss prevention comprehension
- Ability to mediate disputes
- Listening skills
- Reliable and punctual
- Compelling leadership skills
- Customer service oriented
- Cash handling accuracy
- Retail merchandising expertise
- Excellent communication skills
- Energetic
- Bilingual in English and Spanish

Achievements

- Developed highly effective sales training strategies as Sales Manager.
- Lead management team to exceed monthly store sales goal multiple times as Sales Manager.
- Earned an achievement in Sales for Management, averaging 20% of the stores sales per month.
- Lead several departments as the top salesperson by surpassing periodical goals
- Sold high end product & merchandise to elite celebrities and continued service beyond the store.

Experience

Sales Associate Nov 2016 to Mar 2017

Company Name 1/4 City , State

- Described merchandise and services to customers.
- Responded to safety and loss prevention incidents.
- Organized in-store promotional events.
- Maintained store in clean and neat manner.
- Completed special client deliveries in person.
- Evaluated transactions for suspected fraud.

Sales Associate/Brand Ambassador (TOPMAN) Feb 2016 to Nov 2016

Company Name 1/4 City , State

- Opened credit & debit cards to customers.
- Described merchandise and services to customers.
- Opened and closed the store, which included counting cash drawers and making bank deposits.
- Collaborated with customer service team members to give exceptional service throughout the entire shopping and purchasing experience.
- Maintained department in clean and neat manner
- Arranged items in favorable positions and areas of the store for optimal sales.
- Consulted with customers on the latest styles and trends.

Sales Manager/Supervisor Feb 2014 to Feb 2016

Company Name 1/4 City , State

- Computed sales prices, total purchases and processed payments.
- Maintained knowledge of current promotions, policies regarding payment and exchanges, and security practices.
- Operated a cash register to process cash and credit card transactions.
- Guided customers in choosing items that reflected personal style and shape.
- Explained information about the quality, value and style of products to Influence customer buying decisions.
- Balanced the needs of multiple customers simultaneously in a fast-paced retail environment.
- Resolved customer complaints by exchanging merchandise, refunding money and adjusting bills.
- Shared product knowledge with customers while making personal recommendations.
- Maintained friendly and professional customer interactions.
- Trained in negotiations and time management.

Visual Merchandiser / Sales Associate Aug 2013 to Jan 2014

Company Name 1/4 City , State

- Designed displays to make the store experience interactive and engaging.
- Displayed the appropriate signage for products and sales promotions.
- Recommended and helped customers select merchandise based on their needs.
- Exchanged returned merchandise for customers quickly and efficiently.
- Informed customers about sales and promotions in a friendly and engaging manner.

Sales / Cashier Associate / Stock Person Mar 2013 to Aug 2013

Company Name 1/4 City , State

- Received and processed cash and credit payments for in-store purchases.
- Worked as a team member to provide the highest level of service to customers.
- Verified that all merchandising standards were maintained on a daily basis.