

JESSE KENDALL

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RETAIL SALES ASSOCIATE

Expert retail selling professional offering exceptional results across several markets. Focused on exceeding store standards, sales goals, and client expectations

RETAIL SALES EXCELLENCE

ABC ELECTRONICS, Miami, FL, 20xx – 20xx

Senior Sales Associate, Computer Department

Analyzed sales reports and district goals to develop new business; collaborated with the store manager to create strategies to increase sales and maximize profit. Supervised sales team and ensured sales floor was properly staffed. Provided exceptional customer service to clients; investigated and resolved customer issues in a timely manner.

- Successfully turned around a failing Car Audio Department from second to worst to top three in the district.
- Improved sales and employee morale by developing highly competitive and challenging sales contests.
- Recognized for ability to consistently achieve and exceed established sales objectives and quotas.
- Demonstrated proficiency and in-depth technical knowledge of all products offered.
- Quickly promoted from part-time to full-time and to senior position of increased responsibility within a few months of hire.

BCD ELECTRONICS, Miami, FL, 20xx – 20xx

Sales Associate

Provided critical solutions to clients with technology and electronics issues. Promoted products, processed credit applications, and furnished exceptional customer service.

- Led the operation in wireless sales.
- Developed and implemented a regular team builder exercise.

CDE IMPORTS, Miami, FL, 20xx – 20xx

Sales Associate

Assisted customers and maintained visual merchandising for a specialty retailer of decorative home furnishings and gifts. Processed customer transactions and maintained cash drawer. Assisted with stock maintenance and periodic inventory counts. Skillfully merchandised products and processed sales transactions. Opened and closed the store.

- Ensured the storefront looked presentable, compelling, and aesthetically pleasing to customers.

EFG ARTS AND CRAFTS, Miami, FL, 20xx – 20xx

Sales Associate

Greeted customers and assisted with purchases for the largest arts and crafts specialty retailer in the United States. Generated sales through optimized visual merchandising, inventory availability, and personalized assistance. Maintained inventory control and merchandise stocking. Assisted customers with their purchases and special orders.

EDUCATION

Diploma, XYZ High School, Miami, FL