

SALES ASSOCIATE SAMPLE RESUME

234 East Speedway Blvd., Tucson, AZ 85719

(480) 452-5337

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Sales Associate with 5 years of experience in retail environments. Recognized for ability to communicate with customers, providing exceptional service that ensure client retention and positive feedback. Proven ability to increase sales through upselling techniques as well as implementing processes that drive profitability.

PROFESSIONAL EXPERIENCE

H&M

Sales Associate

Tucson, AZ

June 2013 – Present

- Assisted an average of 40 customers per day in finding or selecting items, and provided recommendations that generated \$8K in additional revenue
- Stocked, replenished, and organized inventory with accuracy and efficiency, completing function 10% faster than average associate
- Achieved an average of 140% of sales goals for three consecutive months
- Managed proper and attractive merchandise display, ensuring strategic placement of products that maximized purchases
- Provided outstanding customer service, receiving 96% in customer service feedback surveys

TARGET

Sales Associate

Phoenix, AZ

Oct 2010 – May 2013

- Helped an average of 50 customers per day by responding to inquiries and finding products
- Recommended better merchandise display to management, which was implemented and resulted in 35% improved sales
- Assisted team members when necessary in handling cash registers, organizing inventory room, labeling products, unloading merchandise, and cleaning up
- Aided Spanish-speaking customers, increasing repeat and loyal customers by 30%

EDUCATION

GATEWAY COMMUNITY COLLEGE

Associate of Arts in Humanities, June 2008

Phoenix, AZ

- Member of Student Activities Management (SAM)
- Vice-President of Women's Forum

ADDITIONAL SKILLS

- MS Office
- Bilingual in English and Spanish
- Retail Software
- Social Media