

ASHTON RYDER

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Summary

Accomplished Salesperson with superior work ethic and creative revenue generation ideas. Offers 10+ years experience in diverse sales environments including lawn equipment and clothing. Able to work independently and exceed sales goals consistently.

Highlights

- Outgoing people person
- Customer service mindset
- Proficient salesperson
- Revenue generation ideas
- Marketing and merchandising
- Business development
- Key relationship management
- Exceptional networker and negotiator
- Consultative seller
- Discerning eye for detail

Experience

Salesperson	10/2010 to Current
Williams Garden Center	New Cityland, CA
	• Primarily sell lawn equipment such as riding lawn mowers.
	• Maintain thorough and updated knowledge of equipment and product offerings as well as promotions.
	• Explain equipment operation, maintenance details, and special tips for use.
	• Upsell warranties and accessories consistently to maximize revenue opportunities.
	• Network effectively with customers, increasing referrals by 20% over three years.
	• Earned three Top Seller recognitions for exceeding sales goals.
Salesperson	02/2007 to 09/2010
Men's Depot	New Cityland, CA
	• Observed customers and listened closely to questions to ascertain best clothing options and made recommendations accordingly.
	• Assisted customers with trying on items and brought additional items as requested.
	• Suggested accessories and matching clothes to increase purchases.
	• Kept clothing racks neatly organized and fully stocked.
	• Merchandised sales racks to increase customer engagement and store revenue.
	• Placed special orders for out of stock items or unique sizes.
Salesperson	08/2003 to 01/2007
Moody's Clothing	New Cityland, CA
	• Greeted every customer with a smile, friendly conversation, and offer of assistance to enhance customer experience and buying opportunities.
	• Presented flattering items based on customer preferences.
	• Answered questions regarding promotions and clothing items.
	• Monitored trends and provided information to customers to maximize purchases.
	• Cleaned and organized salesfloor frequently to present optimal buying environment to customers.