

ENTRY LEVEL SALES RESUME

Example by Resume Genius

CAREER OBJECTIVE

Dedicated and goal-oriented professional with experience nurturing positive client relationships to drive key business metrics. Looking to bring superior communication, analytical, and problem-solving skills to achieve sales targets at JJ Products.

PROFESSIONAL EXPERIENCE

Sales Associate

Spectrum, Beaumont, TX | Dec 2020–Present

- Drive sales through engagement with customers, suggestive selling, and sharing product knowledge, contributing to \$3 million+ in quarterly sales
- Place 15+ outbound calls daily and scheduled appointments while responding to customer queries with accuracy and courtesy
- Exceed all set sales goals by 5%+ while providing outstanding customer service, which has enhanced the company's revenue and productivity targets

Retail Sales Intern

AT&T, Beaumont, TX | Jul 2019–Nov 2020

- Provided efficient customer service to 100+ clients weekly and assisted in all aspects of product offerings and services
- Suggested suitable products to clients based on requirements
- Implemented problem solving skills to determine solutions for clients in escalated situations, maintaining a 99.5% customer satisfaction rating
- Devised comprehensive needs assessment mechanism to help recognize the demand for plans and services

CONTACT

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EDUCATION

Central Senior High School,
Saint Paul, MN | Jul 2019

High School Diploma

RELEVANT SKILLS

Data gathering & analysis

Conflict resolution

CRM

Team collaboration

Market trends

Sales methodologies

Cross-selling techniques

Written & verbal communication

Microsoft Office