

ALEX JOHNSON

STRENGTHS

🔗 Client Relationship

Skilled in building and nurturing long-term relationships with clients, leading to repeat business.

⚡ Product Presentation

Expertise in presenting products effectively, addressing client needs and concerns.

🔗 Negotiation

Proficient in negotiating deals that are beneficial for both the company and the client.

LANGUAGES

English Native ●●●●●

Spanish Advanced ●●●●●

ACHIEVEMENTS

💡 Sales Achievement

Recognized for achieving the highest sales in the region for three consecutive months.

🔗 Client Satisfaction

Acknowledged for maintaining a 98% client satisfaction rate consistently.

🏆 Product Knowledge

Praised for in-depth product knowledge, leading to effective sales pitches.

Sales Consultant | Client Relationship | Product Presentation | Negotiation

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📍 San Francisco, CA

SUMMARY

With over 7 years of experience in sales consultancy, I excel in building client relationships, presenting products effectively, and negotiating beneficial deals. I've been recognized for consistently achieving sales targets and maintaining high client satisfaction. My passion for client satisfaction and continuous learning drives my commitment to the sales industry.

EXPERIENCE

Sales Consultant 2017 - 2022
The Shade Store San Francisco, CA

Engaged with clients, presented custom window treatments, and achieved sales targets.

- Achieved 130% of sales targets for six consecutive months.
- Engaged with an average of 40 clients weekly, providing tailored product recommendations.
- Organized in-store product presentations, resulting in a 20% increase in sales conversions.
- Collaborated with the design team to ensure client specifications were met.

Junior Sales Consultant 2015 - 2017
AT&T San Francisco, CA

Assisted senior consultants, managed transactions, and addressed client queries.

- Assisted in achieving store sales targets, contributing to 25% of total sales.
- Provided product information and demonstrations to clients, enhancing their purchase experience.
- Participated in training sessions to enhance product knowledge and sales techniques.
- Handled post-sales support, ensuring client satisfaction.

EDUCATION

Bachelor's in Marketing 2011 - 2015
San Francisco State University San Francisco, CA

SKILLS

Client Relationship · Product Presentation · Negotiation · Sales Target Achievement · Team Collaboration · Product Demonstrations · Problem Solving · Communication · Post-Sales Support · Client Engagement