

ROBERT SMITH

Product Consultant

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SUMMARY

Reliable and punctual Sales Associate who possesses an excellent work ethic and more than 3 years in retail. Areas of expertise include inventory, cash management and exceptional customer service.

CORE COMPETENCIES

Retail Sales, Customer Service, Sales Operations.

PROFESSIONAL EXPERIENCE

Product Consultant

ABC Corporation - October 2014 – January 2015

Key Deliverables:

- Answered customers questions and addressed problems and complaints in person and via phone.
- Opened and closed the store, which included counting cash drawers and making bank deposits.
- Helped customers select products that best fit their personal needs.
- Maintained visually appealing and effective displays for the entire store.
- Educated customers on product and service offerings.
- Consulted with customers on the latest styles and trends.
- Built customer confidence by actively listening to their concerns and giving appropriate feedback.

Product Consultant

ABC Corporation - 2011 – 2014

Key Deliverables:

- Engaged clients to ensure sales, profit, and client service objectives are met.
- Educated clients on product information.
- Represented company programs that positively impacted the business.
- Operated cash till.
- Executed store opening and closing procedures.
- Maintained product inventory.
- Focused on building long term client relationships.

EDUCATION

- Associates in Business Administration - (Jones County Junior College - Ellisville, MS)