

SALES ASSOCIATE

Professional Summary

I am talented individual who will bring my sales talent, fashion sense, and passion for clothing to your company. i have a proven track record of success in sales .i am looking for suitable position with a company that offers there staff superb career opportunities, job enrichment and a supportive work environment.

Core Qualifications

- Sales expertise
- Accurate money handling
- Team player mentality
- Reliable and dependable
- Goal-oriented
- Excellent communication skills
- Sales force training
- Persuasive communication expertise

Experience

SALES ASSOCIATE 04/2015 to 05/2016

Company Name City , State

- Responsible for actively promoting and selling the company's products to a wide range of customers in a very competitive market place.
- Contacting potential customers that have shown an interest in the company's products and then selling to them.
- Actively seeking new accounts in a wide variety of locations.
- Updating of customer information in paper records and on computer databases.
- Handling the complete sales process.
- Researching new market and sales opportunities.
- Educating clients on the company's products and services.
- Converting prospects into active clients.
- Keeping in touch with customers via a range of mediums such as phone calls, letters, Email and SMS.
- Executing an organized, efficient and structured sales process making outbound sales calls.

Sale/Customer Service Representative 12/2012 to 05/2015

Company Name City , State

- Serviced existing accounts, obtained orders, and established new accounts by planning and organized daily work schedule to call on existing or potential sales outlets and other trade factors.
- Established or identified prices of goods, services or admission, and tabulate bills using calculators, cash registers, or optical price scanners.
- Received payment by cash, check, credit cards Issue receipts, refunds, credits, or change due to customers.
- Submitted orders by referring to price lists and product literature.
- Kept management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitored competition by gathering current marketplace information on pricing, new products.
- Recommend changes in products, service, and policy by evaluating results and competitive developments.
- Maximized sales opportunities through outstanding customer service.
- Established and maintain good customer relations, with both internal and external customers.
- Spent time in the field promoting demonstrating company products.

Sales Associate/ Customer Representative 10/2010 to 02/2011

Company Name City , State

- Ensure that each customer receives outstanding service by providing a friendly environment, which includes greeting and acknowledging every customer.
- Maintain an awareness of all promotions and advertisements.

- Receive payment by cash, check, credit cards Issue receipts, refunds, credits, or change due to customers.

Education

High School Diploma June 2009 Charles Churn Christian Academy

Skills

advertisements, calculators, cash registers, competitive, credit, clients, customer relations, customer service, databases, Email, Issue receipts, letters, market, market and sales, pricing, Researching, selling, sales, scanners, SMS, structured, phone