

SALES ASSOCIATE

Professional Profile

Reliable Sales Associate experienced in retail sales, well trained in product placement and merchandising. Extensive experience in inventory management and shipment processing. Knowledgeable of the fashion industry, including current trends. Enthusiastic, trustworthy and fashion-savvy; with proficiency at building positive relationships with new and existing customers by offering superior customer service. I am proficient in managing all areas of sales and customer service in fast-paced retail environments. Excellent multi-tasker, friendly, knowledgeable and persistent team player, always pushing the people around me to do that extra step. Along with retail, I have worked in the culinary field as an important aspect to the restaurant, being rewarded with promotions due to hard work and dedicated time.

Qualifications

- Merchandising
- Stocking
- Retail Sales
- Credit card Transactions
- Meeting Sale Goals consistently
- Documentation familiarity
- Accurate money handling
- Sales expertise
- Customer oriented
- Verbal/written communication
- Active listening skills
- Upselling
- Strong interactive skills
- Internet marketing
- Social and new media
- Point of Sale (POS) system operation
- Passion for customer satisfactions
- Cash register familiarity
- Inventory control
- Outgoing personality
- Team-player mentality

Experience

Sales Associate 01/2016 to 05/2016 Company Name City , State

- Priced merchandise, stocked shelves and took inventory.
- Maintained established standards, including window, sales floor and promotional displays.
- Operated cash register for cash and credit purchases.
- Completed all point of sale opening and closing procedures, including counting contents of the register.
- Educate customers of the brand to incite excitement about the company's missions and values.
- Cleaned and organized the store
- Met incoming customers and provided immediate assistance.
- Retrieved alternate items and sizes on request.

Hostess/Server 07/2015 to 01/2016 Company Name City , State

- Greet people
- Take orders
- Perform side jobs (ex: clean tables)
- Answer phones and anywhere else I was needed by staff momentarily.
- I was promoted from food runner to hostess and then to a server over the year I've worked there.
- Listened to customer needs
- Completed purchases with cash, credit and debit payment methods.
- Trained new employees
- Skillful on promoting food items

Sales Associate 05/2015 to 11/2016 Company Name City , State

- Increased purchase totals by recommending additional items.
- Reviewed purchases for fraudulent activities.
- Worked flexible schedule to accommodate changing customer levels.
- Organized items in visually appealing manner.

- Answered incoming telephone calls professionally with knowledgeable responses.
- Developed and executed sales promotions.
- Provided knowledge on product and service information.
- Maintained up-to-date knowledge of customer buying habits.

Crew Member/ Assistant 01/2013 to 07/2015 Company Name City , State

- Organize desks and work areas.
- Inventory
- Cut lawns, trim hedges, Blower work
- Filing work and setting appointments
- Using computer programming Excel to input management information
- Listened to customer needs and preferences to provide accurate advice.
- Answered incoming telephone calls with professional and knowledgeable responses.
- Maintained up-to-date knowledge of customer buying habits.

Education

Plantation High school City , State , USA Graduate in August of 2016

Affiliations

CPR & AED certified & SERVSAFE certified

Personal Information

- I work very efficiently around people, or stressful situations. I am friendly and easy to get along with; I enjoy positive environments and I like to add a positive tone to any surrounding environment. Authorized to work in the US for any employer.
- Awarded in ServSafe 2015, passing the National Exam when the exam was provided to culinary students 3&4 at my school. I also participate in the Culinary club from August 2014 to 2016. Along with the Key club from November 2015 to 2016 (Community service club, working most of the time in no profit areas). Also joined a Fashionista from 2014-2016, group which we went to around to organizations donating old clothes and accessories. After my extensive participation and planning I was promoted to President of the Club.

Skills

- Cashier,
- Filing,
- Inventory,
- Leadership qualities,
- People skills,
- Tables,
- Team work,
- Answering phones,
- Good People Skills,
- Lead by example mentality
- Meeting Retail Goals efficiently.