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|  | Moses Mulaparthy      Edison, NJ 08837            7325995775            mosesmulaparthy@gmail.com |

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| **Professional Summary** | |  |  | | --- | --- | |  | Results-oriented sales worker engages with customers to help establish rapport. Proven track record of building customer relationships and successfully closing sales. Committed to delivering exceptional customer service and exceeding sales goals. | |

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| **Skills** | |  |  |  |  | | --- | --- | --- | --- | |  | |  |  | | --- | --- | | * Excellent People Skills * Market Research * Transportation Arrangements * Business Strategies * Guest Relations * Sales Expertise * Customer Satisfaction * Money Handling * Critical Thinking * Event Promotion * Selling Techniques * Customer Order Fulfillment * Store Merchandising * Customer Needs Assessments * Adapt to Diverse Groups * Window Displays * Multitasking Strengths | * Promotional Planning * Product and Service Sales * Time Management * Cash Handling Accuracy * Sales Trends * In-Store Support * Dispute Mediation * Visual Merchandising * Product Promotion * Verbal Communication * Cash Register Operation * Social Perceptiveness * Sales Training * Strong Interpersonal Communication * Computer Tracking * Vendor Relationships * Listening Skills | | |

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| **Work History** | |  |  | | --- | --- | |  | **Sales Associate**  *02/2019 to Current*  **Staples | Iselin**   * Collaborated with managers to provide customer feedback and recommend operational changes to meet emerging trends. * Informed customers of promotions to increase sales productivity and volume. * Organized racks and shelves to maintain store visual appeal, engage customers, and promote specific merchandise. * Provided positive first impressions to welcome existing, new, and potential customers. * Met existing customers to review current services and expand sales opportunities. * Rotated stock and restocked shelves to maintain product availability and store appearance. * Built relationships with customers and community to promote long term business growth. * Promoted conversion of casual shoppers into customers through product knowledge and product solutions to meet customer needs. * Helped customers locate products and checked store system for merchandise at other sites. * Engaged with customers to effectively build rapport and lasting relationships. * Engaged with customers to build rapport and loyalty. * Greeted customers and offered assistance with selecting merchandise, finding accessories and completing purchases. * Generated new sales leads to achieve and exceed monthly sales goals. * Contributed to team objectives in fast-paced environment. |  |  |  | | --- | --- | |  | **Register Associate**  *03/2018 to 02/2019*  **Dunkin' Donuts | Edison, NJ**   * Helped customers navigate applications and in-store technology to deliver best-in-class experiences. * Set up new sales displays each week with fresh merchandise. * Processed refunds and exchanges in accordance with company policy. * Maintained current knowledge of store promotions and highlighted sales to customers. * Responded promptly to requests for assistance, spills and customer inquiries. * Operated cash register to record transactions accurately and efficiently. * Demonstrated product features, answered questions and redirected objections to highlight positive aspects. * Performed cash, card and check transactions to complete customer purchases. * Used POS system to enter orders, process payments and issue receipts. * Learned duties for various positions and provided backup at key times. | |

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| **Education** | |  |  | | --- | --- | |  | **Certification** | IT Coding  **Rutgers - Bootcamps , New Brunswick, NJ** |  |  |  | | --- | --- | |  | **Undergraduate** | Business Information Systems  **Middlesex County College, Edison, NJ** |  |  |  | | --- | --- | |  | **Diploma**  *06/2019*  **Woodbridge High School, Woodbridge, NJ** | |

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