**Jeff Barnas**

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**Professional Summary**  
Dynamic sales professional with experience in appliance sales and customer relationship management. Proven ability to drive revenue growth through effective communication, product knowledge, and a consultative approach to understanding client needs. Strong background in project coordination and problem-solving, with a commitment to delivering exceptional customer service.

**Professional Experience**

**Home Depot** – North Bergen, NJ  
*Appliance & Kitchen Showroom Sales Specialist*  
February 2024 – Present

* Expertly guide clients through appliance options, ensuring a tailored fit for their kitchen and lifestyle needs, while consistently exceeding monthly sales targets.
* Increase department revenue through effective upselling and promoting complementary products and services.
* Collaborate with team members to manage showroom displays, creating an engaging customer experience that highlights the benefits of various appliances.
* Address client concerns effectively, demonstrating in-depth knowledge of appliance features and benefits, and providing personalized solutions to enhance satisfaction.

**Poggenpohl Kitchens** – Paramus, NJ  
*Project Coordinator*  
December 2020 – June 2024

* Assisted with kitchen design projects, managing all aspects from initial consultations through installation, and served as the point of contact for high-end clients.
* Maintained client relationships and supported the sales team by identifying upselling opportunities and delivering personalized service.
* Coordinated project timelines, materials, and vendor deliveries, consistently ensuring that projects were completed on time and to client specifications.
* Developed an efficient system to track project progress, reducing project delays and increasing client satisfaction.

**Suburban Auto Seat Co., Inc.** – Lodi, NJ  
*Warranty Manager & Sales Support Associate*  
June 2009 – March 2020

* Managed and resolved warranty claims, maintaining a high level of customer satisfaction and communication.
* Provided sales support by processing orders, tracking shipments, and coordinating with suppliers and customers.
* Created and maintained website content, ensuring product descriptions were accurate and up-to-date.
* Collaborated with cross-functional teams to support sales operations, manage client relationships, and improve workflows.

**Green Onion Restaurant** – Wallington, NJ

*Dishwasher*

June 2008 – January 2009

* Operated and maintained commercial dishwashers in a high-volume restaurant setting, ensuring the efficient processing of dishes and kitchenware.
* Developed a strong understanding of dishwashing equipment functionality, maintenance, and the importance of sanitation standards in the food service industry.
* Collaborated with kitchen staff to ensure timely service and uphold the restaurant’s reputation for cleanliness and efficiency.

**Education**  
**Associate Degree in Applied Science, Major: Interior Design**  
**Berkeley College**, Paramus, NJ – Graduated September 2012

**Skills**

* Sales and Upselling: Proven ability to exceed sales targets in appliance sales.
* Customer Relationship Management: Strong focus on building and maintaining client relationships to enhance satisfaction and loyalty.
* Product Knowledge: Expertise in kitchen appliances.
* Effective Communication: Ability to convey technical information clearly to customers.
* Problem-Solving: Skilled in identifying needs and providing tailored solutions quickly.

**References**  
Available upon request.