

CHRIS JOHNSON



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RESUME OBJECTIVE

Experienced Sales Associate with expertise in CRM, market analysis, and negotiation. Successfully achieved 150% sales targets, and improved customer retention by 20%. Recognized for training new hires and innovative sales strategies.

EDUCATION

New York University

Sunnydale, CA • 06/2020

Master's Degree: Business Administration

University of California, Los Angeles

Sunnydale, CA • 06/2018

Bachelor's Degree: Marketing

SKILLS

Sales Strategies



Market Analysis



Negotiation



Customer Relationship Management



Lead Generation



WORK HISTORY

TrendSetters Inc. - Sales Associate

Los Angeles, CA • 01/2023 - 12/2025

- Achieved 150% of annual sales target in 2024
- Increased customer retention rate by 20% in Q2 2024
- Implemented CRM software, improving leads by 30%

Elite Sales Solutions - Sales Consultant

Los Angeles, CA • 01/2020 - 12/2022

- Grew client base by 25% through referrals
- Surpassed monthly sales quotas by 35%
- Trained 10 new hires, boosting team efficiency by 15%

ACCOMPLISHMENTS

- Boosted annual revenue by \$300,000 through strategic sales
- Developed a new client acquisition program with a 40% success rate