

# CHRIS JOHNSON

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 Los Angeles, CA 90010

## 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



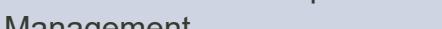
### Market Analysis



### Negotiation



### Customer Relationship Management



### Lead Generation



## 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.

## 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