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| **Loren Shevitz** | | |
| 345 West Fullerton Parkway #2101  Chicago, IL 60614-2853 | | 773-665-1234 |
| **OBJECTIVE** | A position as a sales representative or account manager with a major dental products supplier. | |
| **SUMMARY OF SKILLS** | | |
|  | * Extensive training and experience in expanded dental assistant duties * Thorough knowledge of dental hygiene products and their use in proper oral hygiene and soft tissue management * Experienced in encouraging and “selling” quality, preventive dentistry to patients * Strong and successful background in retail sales, purchasing and management * Skilled in organizing and presenting product seminars | |
| **DENTAL EXPERIENCE** | | |
| Jan 1992-current | Expanded Duties Dental Assistant, Dr. Eric L. Hussong, DDS, Jackson, NV | |
| Jan 1989-Jan 1992 | Expanded Duties Dental Assistant, Dr. Brenda S. Walker, DDS, Silverton, NV | |
| **SALES EXPERIENCE** | | |
| Jan 1989-current | Sales Clerk, Sarah’s Boutique, Jackson, NV   * Handle floor sales and assist and advise customers in selecting purchases * Design innovative window displays, which increase customer traffic in store * Recommended and implemented introduction of new sportswear line, which increased sales 25% * Created new sales promotion, which increased ready-to-wear sales 35% | |
| June 1985-Dec 1988 | Sales Manager, The Silver Box, Silverton, NV   * Completed sales and purchasing duties for women’s clothing store * Created and implemented new, upscale “look” for store, including new floor plan, display ideas and logo * Introduced new shopping service using customer profile program, which allowed for gift purchases by telephone and increased sales 15% * Consistently exceeded sales objectives by at least 30% * Assumed additional responsibility and assisted in business expansion by managing all purchases for new store in nearby community | |
| **CERTIFICATION** | | |
| 1988 | Expanded Duties Certification, Nevada University School of Dentistry, Carson City | |