

Summary

Accomplished salesperson with a superior work ethic and creative revenue generation ideas. Offers 10 years of experience in diverse sales environments, including lawn equipment and clothing. Able to work independently and consistently exceed sales goals. Outgoing people person with a customer service mindset. Proficient in sales, revenue generation, marketing, and merchandising.

Skills

Business development
Key relationship management
Exceptional networker
Negotiator
Consultative seller
Discerning eye for detail

Publications

Ryder, A. (2015).
"Innovative Sales
Techniques in Retail."
Journal of Sales and
Marketing, 12(3), 45-50.

Awards

Recipient of the National
Sales Excellence Award
(2018) for outstanding
performance in sales and
customer service.

Contributions

Developed a unique
customer referral program

Work Experience

Salesperson, Williams Garden Center

New Cityland, CA | 10/2010 - Current

Primarily sell lawn equipment, including riding lawn mowers
Maintain thorough and updated knowledge of equipment, product offerings, and promotions
Explain equipment operation, maintenance details, and special tips for use
Upsell warranties and accessories to consistently maximize revenue opportunities
Network effectively with customers, increasing referrals by 20% over three years
Earned three top seller recognitions for exceeding sales goals
Featured in "Garden Equipment Monthly" for innovative sales techniques and exceptional customer service

Salesperson, Men's Depot

New Cityland, CA | 02/2007 - 09/2010

Observed customers and listened closely to their questions to ascertain the best clothing options
Made recommendations accordingly and assisted customers in trying items
Brought additional items as requested and suggested accessories to match clothes, increasing purchases
Kept clothing racks neatly organized and fully stocked
Merchandised sales racks to increase customer engagement and store revenue
Placed special orders for out-of-stock items and unique sizes

Salesperson, Moody's Clothing

New Cityland, CA | 08/2003 - 01/2007

Greeted every customer with a smile and friendly conversation to offer assistance
Enhanced customer experience by presenting flattering items based on customer preferences
Answered questions regarding promotions and clothing items
Monitored trends and provided information to customers to maximize purchases
Cleaned and organized the sales floor frequently to present an optimal buying environment for customers