



## Andrey Rudinskiy

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### SUMMARY

Profoundly talented individual with capability to generate exceptional leads that draw in business opportunities. Well-versed in all types of sales methods and highly skilled in warranty sales. Senior Sales Consultant offering 15 years in generating premium sales using strategic tactics. Accomplished at closing deals through strong product knowledge, personable service and consistent follow-ups. Innovative problem-solver when devising effective solutions to unique and evolving customer needs. Customer-focused professional with a background in cultivating successful partnerships and keeping a focused eye on business opportunities. A Senior Sales Consultant with the know-how to remain calm and poised in pressure-driven situations.

### SKILLS

- Sales and Marketing
- Accurate Cash-Handling
- Merchandising
- High Quality Presentations
- Friendly and Outgoing
- Staff Training and Development
- Teamwork and Collaboration
- Time Management
- Sales Training
- Customer Service
- POS System Expertise
- Interpersonal and Written Communication
- Solution Sales
- Sales Analysis
- Staff Supervision
- Upselling and Promotions
- Shift Scheduling
- Account Management
- Sales Transaction Processing
- Relationship Building
- Product Recommendations
- Customer Needs Assessment
- Team Leadership
- Positive Customer Experience
- Problem-Solving

### EXPERIENCE

Senior Sales Consultant

Emeryville, CA

Airport Home Appliance/ Nov 2019 to Current

- Managed account portfolio with \$600,000 in sales, maintaining consistent client interaction and resolving issues to drive continued success.
- Employed extensive product knowledge to cultivate existing customer relationships and developed rapport with new ones.
- Worked hard daily to promote exemplary level of tailored service to each customer, whether through email, by phone or in person.
- Developed large base of repeat clientele through various methods, including quick return phone calls and truthful responses to questions.
- Identified and explained the major features, functions and benefits for products that customers were interested in.
- Coached personnel on follow-up processes, sales and consultative sales approaches.
- Suggested solutions for customer projects that exceeded expectations and boosted business.

## Sales Manager

Hayward, CA

Airport Home Appliance/ Mar 2015 to Nov 2019

- Tracked monthly sales to generate reports for business development planning.
- Boosted revenue and facilitated sales activity while developing consistent employee measurements for exceeding goals.
- Reduced process gaps by hiring, supervising and coaching employees on sales strategies and protocols, optimizing performance, growth and profitability.
- Created and finalized quotes to complete deals with vendors and customers.
- Boosted profit margins by effectively managing expenses, budget and overhead, increasing closings and optimizing product turns.
- Cultivated strong professional relationships with suppliers and key clients to drive long-term business development.
- Supported sales team members to drive growth and development.
- Spearheaded sales meetings with staff, division president, closing coordinator and construction manager to share best practices for process improvements.
- Supervised and trained 20 employees on successful selling techniques.
- Evaluated employee progress and compliance while identifying areas for additional coaching by monitoring daily performance.
- Established sales goals and strategies that contributed to increased growth in sales and profitability.

## Sales Associate

Pleasanton, CA

Sears/ Jul 2007 to Mar 2015

- Helped customers find specific products, answered questions and offered product advice.
- Built trusting relationships with customers by making personal connections.
- Operated cash register, collected payments and provided accurate change.
- Arranged new merchandise with signage and appealing displays to encourage customer sales and move overstock items.
- Obtained signatures for financial documents and internal and external invoices.
- Maintained knowledge of current promotions, exchange guidelines, payment policies and security practices.
- Retained product, service and company policy knowledge to serve as resource for both coworkers and customers.
- Answered incoming telephone calls to provide store, products and services information.
- Assisted teammates with sales-processing tasks to meet daily sales goals.
- Sold various products by explaining unique features and educating customers on proper application or usage.
- Built and maintained relationships with peers and upper management to drive team success.
- Used excellent verbal skills to engage customers in conversation and effectively determine needs and requirements.

- Listened to customer needs to identify and recommend best products and services.
- Met and consistently exceeded revenue targets with proactive, customer-specific suggestions of accessories and related items.

## EDUCATION AND TRAINING

High School Diploma

West Bay Christian Academy May 2002

Redwood City

Some College (No Degree)

Ohlone College

Fremont, CA

## LANGUAGES

**English:**



Native/ Bilingual

**Russian:**



Native/ Bilingual