

Jasmine Brown

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A Retail Sales Associate with five years of professional experience in a variety of fast-paced retail environments. A strong history of communicating with customers to identify needs, recommend ideal product solutions, and drive sales growth.

Key Skills

- Consultative Selling
- Retail **Sales**
- Product Merchandising**
- Customer Service
- Relationship Building

Professional Experience

Retail Sales Associate

Universe Comics, San Diego, CA / October 2020 - Present

- Serve as a product expert for comic books and board games, conduct research to maintain knowledge of product trends, and exceed sales goals by 20%-30% each month
- Build rapport with customers, provide education on new products, and achieved over 135% of annual goals for enrollments in the store loyalty program
- Coordinate with the store manager to plan weekly events to increase sales volume

Retail Sales Associate

Astral Books and Games, San Diego, CA / June 2019 - October 2020

- Provided product recommendations to a wide range of customers for books, board games, and comic books and achieved over 125% of annual sales goals
- Supported the store manager in managing inventory, developing visual merchandising displays, and creating an engaging environment for customers

Education

Bachelor of Science (B.S.) Marketing

University of San Diego, San Diego, CA | September 2015 - June 2019