

# BLAINE CONNELLY

] 11 Main Avenue, Nashville, TN 37202 b.coifflelly@email.com (615) 000-1234

Motivated, professional Senior Sales Associate with over a year of experience in the commission-based sale of home furnishings. Adept at learning customers' needs and desires and offering ideal solutions within their budgets. Committed to helping build a team of associates dedicated to excellence in service. Strong eye for detail, colors, fabrics and furnishing styles.

## EDUCATION

### ASSOCIATE OF SCIENCE, BUSINESS ADMINISTRATION

Nashville State Community College,  
Nashville. Tn  
September 2016 - June 2020

## KEY SKILLS

- ◆ Upselling & cross-selling
- ◆ Teamwork
- ◆ Flexibility
- ◆ Design consulting
- ◆ Point of sales systems

## PROFESSIONAL EXPERIENCE

### SENIOR SALES ASSOCIATE

**Best Home Styles, Nashville. TN June**  
2019- Present

- Greeting customers and helping them design their "dream rooms" with standard and custom options
- Resolving customer grievances and negotiating solutions
- Training new sales associates on customer service techniques and product knowledge
- Exceeded monthly sales quotas for 6 consecutive months by 15% by applying upselling and cross-selling techniques

### SALES ASSOCIATE

Best Home Styles. Nashville. TN  
January 2016 - May 2019

- Greeted customers and provided knowledgeable assistance and guidance throughout the showroom
- Entered sales orders and accepted payments
- Set appointments and followed up with clients
- Earned frequent Employee of the Month awards for strong work ethic, customer service and high sales

### VOLUNTEER

Habitat Restore. Nashville. TN  
March 2015 - Present

- Greeting and assisting customers with point of sales transactions
- Stocking shelves and helping with inventory management
- Setting up eye-catching furniture displays
- Assisting pick-up crew with processing furniture donations