



## CONTACT



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contact@kaleab.work



www.kaleab.work



United States

## SKILLS

- Creativity
- Team Work
- Attention To Detail
- Time Management
- Leadership

## LANGUAGE

- Amharic (አማርኛ)
- English

# KALEAB DERIBA

## UPCOMING DEVELOPER

## PROFESSIONAL PROFILE

An experienced sales professional with expertise in asset protection, exceeding sales targets, managing inventory and security measures, and developing strategies to maximize profitability. Possesses strong communication, negotiation, and customer service skills, and experienced in leading teams and training employees.

## WORK EXPERIENCE

### Asset Protection Associate

#### JCPenney

October 2022 - May 2023, Seattle, WA

Utilized surveillance cameras and other tools to monitor store activity, preventing theft and fraud. Collaborated with store management and law enforcement agencies to address incidents of theft and fraud. Trained store associates on company policies and procedures related to asset protection and loss prevention. Conducted audits and assessments to identify potential security risks and developed strategies to mitigate them. Assisted with the implementation of physical security measures such as access control and alarms. Analyzed data related to theft and fraud incidents to identify recurring patterns and recommended improvements to prevent future occurrences. Contributed to team meetings aimed at improving store operations and enhancing the customer experience.

### Sales Associate

#### Amazon

November 2021 - May 2022, Seattle, WA

I consistently exceeded individual sales goals by cross-selling additional products and upselling relevant services, which led to a 22% increase in overall sales. I utilized consultative selling techniques and my product knowledge to build relationships and identify new sales opportunities.

Additionally, I consistently delivered excellent customer service by resolving customer issues, resulting in an 11% increase in customer satisfaction scores.

## EDUCATION

### Highschool Diploma

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