

JESSICA CLAIRE

PROFESSIONAL SUMMARY

Highly motivated Sales Associate with extensive customer service and sales experience. Outgoing sales professional with track record of driving increased sales, improving buying experience and elevating company profile with target market.

SKILLS

- Guest services
- Inventory control procedures
- Merchandising expertise
- Loss prevention
- Cash register operations
- Product promotions
- Social perceptiveness
- Contract preparation
- Staff Management

WORK HISTORY

SENIOR SALES ASSOCIATE03/2015 to Current
Bed Bath & Beyond, Inc., San Francisco, CA

- Applied security and loss prevention training toward recognizing risks and reducing store theft
- Trained and developed sales team associates in products, selling techniques and procedures
- Maintained organized, presentable merchandise to drive continuous sales
- Implemented up-selling strategies for recommending accessories and complementary purchases

SALES ASSOCIATE06/2013 to 03/2015
Target, San Francisco, CA

- Maintained organized, presentable merchandise to drive continuous sales
- Organized racks and shelves to maintain store visual appeal, engage customers and promote merchandise
- Evaluated inventory and delivery needs, optimizing strategies to meet customer demands
- Analyzed and processed returns, assisting customers with finding alternative merchandise to meet needs

EDUCATION

San Francisco State University, San Francisco, CA
Bachelor of Arts, Business Administration, 2013