

Ariel Broussard

Assistant Store Manager (Acting Manager) - Zales The Diamond Store

Englewood Cliffs, NJ

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Work Experience

Assistant Store Manager (Acting Manager)

Zales The Diamond Store - Lake Charles, LA

March 2016 to Present

Greeting customers and suggesting selections based on product knowledge and customer needs. Maintain an extensive knowledge of competitors, their offerings and their presence in assigned territory.

Develop new and existing client relationship using strategic selling, timely outreach, and follow up correspondence.

Ensure all operational activities comply with brand standards and directives, including product presentation and visual merchandising.

Maintain inventory accuracy of merchandise, performing inventory case counts and reconciling discrepancies in a consistent manner.

Recruit, interview and hire individuals who would add value to the team while bringing a wealth of experience in jewelry.

Maintain knowledge of current sales and promotions, policies regarding payment and exchanges and security practices.

Mentor new sales associates to contribute to the store's positive culture.

Work with the team to implement the proper division of responsibilities.

Counted cash drawers and made bank deposits.

Retail Supervisor

Golden Nugget Lake Charles Hotel & Casino - Lake Charles, LA

July 2017 to September 2017

Worked with the management team to implement the proper division of responsibilities.

Educated customers about the brand to incite excitement about the company's mission and values.

Assisted retail sales associates.

Jewelry Consultant

Zales The Diamond Store - Lake Charles, LA

October 2014 to March 2016

Engaged customers daily in conversation to understand and meet their needs

Presented merchandise and detailed information on features and benefits

Offered financing and other payment options

Meet individual and team sales goal

Education

Business Marketing

University of Louisiana at Lafayette - Lafayette, LA

Skills

SALES (5 years), INVENTORY (5 years), MERCHANDISING (5 years), SALES (5 years), MARKETING (4 years), Scheduling, Team Building, Retail Management, Operations, Training, Customer Service, Management, Microsoft Excel, Cash Handling, Payroll, Receptionist, Retail

Additional Information

Skills

Excellent communication skills Energetic and driven
Sales and marketing Positive outlook with excellent work ethic
Conflict resolution Resourceful independent worker
Merchandising
Repair intakes
POS software expert
Inventory management
Staff training and development