

## Daniela Johnstone

1343 Siena Lane, Deerfield, WI 53531

(608) 555-0588

djohnstone@alcona.net

### OBJECTIVE

Retail sales manager position in the cellular phone industry, using good communication and negotiating skills

### SUMMARY OF QUALIFICATIONS

- Five years' experience in retail sales
- Excellent interpersonal and communication skills
- Proficiency using Microsoft Office
- Fluency in spoken and written Spanish

### EXPERIENCE

**Retail Sales Representative**, Universe Retail Stores, Deerfield, WI October 2010 to October 2011

- Exceeded monthly sales goals for 8 months out of 12
- Provided technical training on products and services to new sales reps

**Sales Associate**, Computer Products Warehouse, Deerfield, WI July 2008 to September 2010

- Demonstrated, recommended, and sold a variety of computer products to customers
- Led computer training for other sales associates
- Received commendation for sales accomplishments

**Salesperson** (part-time), Home and Garden Design Center, Madison, WI July 2006 to June 2008

- Helped customers in flooring department with selection and measurement of a variety of flooring products
- Assisted department manager with product inventory

### EDUCATION

**University of Wisconsin, Madison, WI**

Bachelor's in Business Administration, June 2011

**Madison Area Technical College, Madison, WI**

Associate's in Information Systems, June 2009

### HONORS AND ACTIVITIES

- Elected to Beta Gamma Sigma, international honor society for business standards
  - Qualified for Dean's List, six academic periods
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