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| **Daniela Johnstone** (608) 555-0588  1343 Siena Lane, Deerfield, WI 53531 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 students * Qualified for Dean’s List, six academic periods |