1. Liaised with sales, marketing and management teams to develop solutions and accomplish shared objectives.
2. Exceeded sales goals and accomplished business objectives by inspiring staff and promoting target products.
3. Recruited and retained top talent, with focus on completing timely performance evaluations, providing positive feedback and rewarding superior performance.
4. Trained team members in successful strategies to meet operational and sales targets.
5. Assessed sales reports to identify and enhance sales performance, support inventory oversight and capitalize on emerging trends.
6. Strengthened merchandising and promotional strategies to drive customer engagement and boost sales.
7. Oversaw employee performance, corrected problems and increased efficiency to maintain productivity targets.
8. Recruited, interviewed and hired talented individuals bringing dynamic sales expertise to organization.
9. Offered hands-on assistance to customers, assessing needs and maintaining current knowledge of consumer preferences.
10. Coached employees and trained on methods for handling various aspects of sales, complicated issues and difficult customers.
11. Conducted ongoing staff development to help employees achieve growth within job roles.
12. Mentored [Number]-member sales team in applying effective sales techniques and delivering top-notch customer service.
13. Answered product questions with up-to-date knowledge of sales and store promotions.
14. Delivered in-depth information on product features so customers could make educated decisions before purchase.
15. Directly worked with [Number] customers per shift to build relationships and increase customer satisfaction ratings [Number]%.
16. Implemented policies and procedures for $[Amount] annual revenue-producing retail establishment.
17. Managed newly-formed Holding Department which oversaw account sales, marketing, insurance and credit sales, rental, and towing, and customer satisfaction.
18. Coached [Number] sales associates in product specifications, sales incentives and selling techniques, increasing customer satisfaction ratings [Number]%.
19. Multiplied earnings through sales goal achievement, customer service improvements and commitment to team objectives.
20. Greeted all customers cheerfully and asked open-ended questions to ascertain needs.