1. Liaised with sales, marketing and management teams to develop solutions and accomplish shared objectives.
2. Trained team members in successful strategies to meet operational and sales targets.
3. Recruited and retained top talent, with focus on completing timely performance evaluations, providing positive feedback and rewarding superior performance.
4. Offered hands-on assistance to customers, assessing needs and maintaining current knowledge of consumer preferences.
5. Coached employees and trained on methods for handling various aspects of sales, complicated issues and difficult customers.
6. Strengthened merchandising and promotional strategies to drive customer engagement and boost sales.
7. Assessed sales reports to identify and enhance sales performance, support inventory oversight and capitalize on emerging trends.
8. Recruited, interviewed and hired talented individuals bringing dynamic sales expertise to organization.
9. Exceeded sales goals and accomplished business objectives by inspiring staff and promoting target products.
10. Oversaw employee performance, corrected problems and increased efficiency to maintain productivity targets.
11. Exceeded targets by building, directing and motivating high-performing sales team.
12. Planned and prepared work schedules to assign [Number]-member team to specific tasks.
13. Facilitated high volumes of cash, credit and gift card transactions, verifying cash drawer balance at end of each shift.
14. Kept orderly and accurate accounting records by monitoring sales documentation.
15. Answered product questions with up-to-date knowledge of sales and store promotions.
16. Studied target markets and developed merchandising strategies meeting [Type] and [Type] group needs.
17. Maintained company's visual merchandise standards through general housekeeping, including [Action] and [Action].
18. Coached [Number] sales associates in product specifications, sales incentives and selling techniques, increasing customer satisfaction ratings [Number]%.
19. Mentored [Number]-member sales team in applying effective sales techniques and delivering top-notch customer service.
20. Greeted all customers cheerfully and asked open-ended questions to ascertain needs.