1. Implemented up-selling strategies such as recommending accessories and complementary purchases to boost revenue.
2. Maintained organized, presentable merchandise to drive continuous sales.
3. Trained and developed new sales team associates in products, selling techniques and company procedures.
4. Tracked stock using company inventory management software.
5. Organized racks and shelves to maintain store visual appeal, engage customers and promote specific merchandise.
6. Applied security and loss prevention training toward recognizing risks and reducing store theft.
7. Maintained records related to sales, returns and inventory availability.
8. Worked alongside retail representatives to boost sales by enhancing product presentations and advertising collateral.
9. Implemented up-selling strategies, encompassing recommendation of accessories and complementary purchases.
10. Analyzed and properly processed product returns, assisting customers with finding alternative merchandise to meet needs.
11. Developed, marketed and sold full range of [Type] products, including [Product or service] and [Product or service].
12. Answered customer questions regarding sizing and accessories and explained how to properly care for merchandise.
13. Worked with sales team to collaboratively reach targets, consistently meeting or exceeding personal quotas.
14. Trained and developed [Job Title]s in company processes, product knowledge, customer service and selling techniques.
15. Evaluated inventory and delivery needs, optimizing strategies to meet customer demands.
16. Engaged with customers to effectively build rapport and lasting relationships.
17. Maintained customer satisfaction while handling [Type] product returns quickly and professionally.
18. Solved customer challenges by offering relevant [Type] products and services.
19. Drove team revenue totals by bringing in over $[Amount] in sales.
20. Acquired [Number] new customers, generating [Number]% of team revenue.