1. Organized racks and shelves to maintain store visual appeal, engage customers and promote specific merchandise.
2. Worked alongside retail representatives to boost sales by enhancing product presentations and advertising collateral.
3. Analyzed and properly processed product returns, assisting customers with finding alternative merchandise to meet needs.
4. Applied security and loss prevention training toward recognizing risks and reducing store theft.
5. Maintained organized, presentable merchandise to drive continuous sales.
6. Maintained records related to sales, returns and inventory availability.
7. Tracked stock using company inventory management software.
8. Implemented up-selling strategies such as recommending accessories and complementary purchases to boost revenue.
9. Trained and developed new sales team associates in products, selling techniques and company procedures.
10. Implemented up-selling strategies, encompassing recommendation of accessories and complementary purchases.
11. Increased account base by [Number] to [Number] over [Timeframe], leveraging networking and referrals.
12. Processed product returns and assisted customers with other selections.
13. Achieved perfect attendance record for [Number] months consecutively.
14. Closed over $[Amount] in sales each [Timeframe], including preparing contracts and processing order forms.
15. Trained and developed [Job Title]s in company processes, product knowledge, customer service and selling techniques.
16. Worked with sales team to collaboratively reach targets, consistently meeting or exceeding personal quotas.
17. Developed, marketed and sold full range of [Type] products, including [Product or service] and [Product or service].
18. Delivered high level of assistance by locating products and checking store system for merchandise at other sites.
19. Liaised with customers and recommended specific products and specials, aligning with individual needs, requirements and specifications.
20. Collaborated with clients to maintain relationships and provide customers with thorough support and guidance.