

Full Name

[Street, City, State, Zip] | [Phone] [Email Address]

Summary

Representative salesman in retail sector, throughout career acquires solid understanding of customer expectations, effective sales methods, in-store experience and retail market trends.

High energy level, initiative and confidence achieve outstanding sales results.

Core Competencies

- Good/effective communication skills.
- Persuasive.
- Customer service orientation – stress tolerance, patience and integrity.

Professional Experience

A&M Stores - Camp Hill, PA

2003 – Present

Retail Sales Associate/Representative

Key Performance:

- Assisted and encouraged customers in selecting and purchasing required products in a retail environment.
- Addressed customer's needs – Advised and helped locate appropriate merchandise.
- Described product's features/benefits and demonstrated usage/operation of products.
- Answered/addressed customers' questions – Provides information concerning specifications, warranties, financing available, maintenance of merchandise and delivery options.
- Received all sort of payments, orders and invoicing.
- Maintained sales records, reviewed sales prices.
- Arranged display of merchandise in retail store.
- Organized goods exchanges – Repair or alteration of merchandise.
- Coordinated stock inventory and requisition of new stock.

Education

Professional training on sales principles and business administration.

Coursework on Customer Service.

High school diploma.