**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.