

# Increasing sales



Accomplished professional with solid educational credentials and more than 10 years of experience in the field of sales. Skilled in recruiting, training, supervising staff and evaluating their performance. Expert in maintaining quality control over customer service. Experienced in developing and implementing projects to promote business entities. Effective at increasing sales revenues and implementing training programs. Adept in supporting sales representatives in upgrading existing services and maintaining lines. Proficient in maintaining and updating inventories.

Areas of expertise Sales Management Customer Service Marketing  
Merchandising Accounting Human Resources Management Inventory  
Management Training Programs Event Planning Quality Control

Professional experience

Swiss Watch Gallery & Fine Jewelers, La Jolla, CA

Sales Associate Mar 2011 – Present Cooperate with local organizations such as San Diego and La Jolla Chamber of Commerce to network and promote store business. Meet monthly sales objectives through cold calling and providing friendly customer service. Developed and implemented sales activities and events.

Hyde Park Jewelers, The Forum Shops, Las Vegas, NV

Sales Executive/Product Trainer Aug 2008 & nash; Jan 2011 Identify customer needs and new market opportunities to boost company's profitability and increase market share. Meet annual sales objectives through implementing successful marketing techniques. Ensure the assigned territory to

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achieve/exceed sales quota. Develop and submit comprehensive proposals based on the needs of potential clients. Train sales employees on product information and marketing.

The Watch Shoppe, Treasure Island, Las Vegas, NV

Store Manager Aug 2007 – Aug 2008

Recruited, trained and supervised staff. Implemented the NOVATIONS sales training program. Ordered and suggested merchandise to corporate buyers. Maintained quality control over customer service. Maintained stock, supplies and inventories.

The Watch Boutique, The Mirage, Las Vegas, NV

Assistant Manager Feb 2006 – Aug 2007 Assisted with recruiting, training and supervising of staff. Supported sales representatives in improving existing services and maintaining lines. Addressed and processed customers' issues and requests. Assisted with controlling and managing all aspects of day to day store operations. Assisted with effective merchandising of the store, including promotional displays. Ensured the approved target sales and gross profit margins to be achieved.

Fred Meyer Jewelers, Henderson, NV

Sales Associate Aug 2005 – Feb 2006 Developed and implemented sales activities and events. Provided friendly customer service and support to current and potential clients. Met annual sales objectives through

implementing successful marketing techniques. Managed appropriate stock in the inventory. Managed account services through quality checks.

Ben Bridge Jewelers, Henderson, NV

Sales Associate Aug 2001 - May 2005 Developed and implemented sales activities and events. Provided friendly customer service and support to current and potential clients. Met annual sales objectives through implementing successful marketing techniques. Assisted with training and managing new employees.

Skills Proficiency in Microsoft Office Suite Excellent Communication Skills  
Flexibility Leadership Problem Solving Analytical Thinking