

SALES ASSOCIATE

Highlights of Qualifications

- Sales experience with a history of often exceeding quotas 115-120%.
- Talent for steering customers toward high-end products and up selling to more than 50% of customers.
- A natural with people: sense of humor and a good memory.
- Organized and enthusiastic; able to prioritize and perform under pressure.

Education

A.A., Business Administration, anticipated May 2012
Tampa Community College, Tampa, FL

Professional Achievements

Concurrent with education

**2010-pres. Contempo Furniture Company, Sarasota, FL
Sales Associate (part-time)**

- Reached 115-120% of my sales quota for the last four quarters.
- Received "Sales Person of the Year" in 2010.
- Met sales quota by second week on the job by quickly mastering knowledge of merchandise and add-on sales offerings.
- Consistently achieve sales objectives:
 - Develop personable relationships with customers
 - Persuasively explain benefits of high-end merchandise.
 - Up-sell approximately 60% of sales to include extended warranties
- Worked with entire retail sales team to promote a friendly, service-oriented atmosphere on the floor.
- Trained a new sales team member on effective sales approaches and closing techniques.

**2009-pres. HomeHelpers USA, Tampa, FL
Fundraiser (volunteer)**

- Conduct weekly phone solicitations to raise more than \$2,000 a month for this nonprofit that relies entirely on donations for its financial support.
- Write persuasive direct mail pieces and website copy that clearly express the organization's services and financial needs.

Personal Pursuits

Team sports: volleyball, basketball, and soccer
Individual challenges: rock climbing and triathlons

[Note: This resume was created using author & sponsor Susan Ireland's [Ready-Made Resumes.](#)]