

ENTRY LEVEL SALES RESUME

Example by Resume Genius



CAREER OBJECTIVE

Dedicated and goal-oriented professional with experience nurturing positive client relationships to drive key business metrics, such as client satisfaction. Adept at streamlining processes, enhancing productivity, and developing customer service solutions. Ability to launch sales programs that generate record-setting sales revenues. Looking to bring superior communication, analytical, and problem-solving skills to achieve sales targets at [Company Name].



PROFESSIONAL EXPERIENCE

Sales Associate

Spectrum, Beaumont, TX | Dec 20XX–Present

- Drive sales through engagement with customers, suggestive selling, and sharing product knowledge, contributing to \$3 million+ in quarterly sales
- Place 15+ outbound calls daily and scheduled appointments while responding to customer queries with accuracy and courtesy
- Exceed all set sales goals by 5%+ while providing outstanding customer service, which has enhanced the company's revenue and productivity targets

Retail Sales Intern

AT&T, Beaumont, TX | Jul 20XX–Nov 20XX

- Provided efficient, courteous customer service to 100+ clients weekly and assisted in all aspects of product offerings and services
- Suggested suitable products to clients based on requirements
- Implemented problem solving skills to determine solutions for clients in escalated situations, maintaining a 99.5% customer satisfaction rating
- Devised comprehensive needs assessment mechanism to help recognize the demand for plans and services



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EDUCATION

Central Senior High School,
Saint Paul, MN | Jul 20XX

High School Diploma



RELEVANT SKILLS

Data gathering & analysis

Conflict resolution

CRM

Team collaboration

Market trends

Sales methodologies

Cross-selling techniques

Written & verbal communication

Microsoft Office

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Terry C. Jones



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