Alex Johnson

Sales Associate

Personal Info

Email

alex johnson@lemail.com

Phone

(555) 555-5555

Linkedin

linkedin com/in/alexiohnson

Skills

Customer Relationship

Management Product Knowledge

Sales Strategy

Communication

Team Collaboration

Problem-Solving

Time Management

Upselling Techniques

Point of Sale Systems

Multitusking

Languages

English Native

Spanish—Basic Proficiency

Dynamic and results-oriented Sales Associate with 5 years of experience in consumer electronics retail. Proven track record of driving sales and delivering exceptional oustomer service. Maintained a 95% customer satisfaction rating at Tech Haven Electronics, Seeking an opportunity to contribute to Best Buy's success and enhance the overall shopping experience.

Work History

2021-06 - present Sales Associate

Tech Haven Electronics, San Francisco, CA

Key Qualifications & Responsibilities

- Exceeded monthly sales targets by 20%, consistently ranking as a topperforming associate.
- Provided expert advice on the latest tech products, resulting in a 15% increase in pustomer satisfaction.
- Implemented upsetting techniques, contributing to a 25% boost in average transaction value.
- Collaborated with the management team to organize in-store promotions, leading to a 30% increase in foot traffic.

Key Achievement:

 Resolved customer issues promptly, maintaining a 95% customer satisfaction rating.

2018-01 - 2018-05 Customer Service Representative

Gadget Central, Los Angeles, CA

- Managed customer inquiries, achieving a 90% resolution rate and enhancing overall oustomer experience.
- Conducted product demonstrations, leading to a 15% increase in featured item sales.
- Assisted in inventory management, reducing stock discrepancies by 20%.

Education

Bachelor of Business Administration (BBA)

University of California, Los Angeles (UCLA)

2013-2017

GPAC 3.8

Extracurricular Activities

Member of the UCLA Business Club

Awards

2023-02 Top Sales Performer, Tech Haven Electronics

Certifications

2022-04 Retail Sales Professional, National Retail Federation

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Cyberspace Resume Kit Mary B. Nemnich, Fred Edmund Jandt, 1999 A guide to putting a resume online that shows how to take advantage of state of the art Internet features that have revolutionized job searching The authors show how to incorporate numerous elements into HTML resumes including graphics color and links Also included are evaluations of 80 plus Internet resume sites interviews with industry insiders on the most effective ways to produce and use cyberspace resumes and how to register a Web resume Annotation copyrighted by Book News Inc Portland OR Computer

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