

Luis Ramirez
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Profile

Friendly and outgoing sales associate with 8+ years' experience in a variety of retail environments, including books, hardware and fashion. Skilled at determining customer needs and exceeding sales goals on a consistent basis. Aiming to use strong work ethic and resourceful nature to help grow sales for company with quality products.

Professional Experience

Sales Associate, Purple Llama Books & Games, Dallas, TX

January 2016 – Present

- Maintain position as a product expert in books and board games by researching and staying up to date with product knowledge
- Actively listen to and build rapport with customers to be able to recommend new items as they come in and encourage customers to make regular visits and purchases
- Exceeded sales goals by 15% on a regular basis

Sales Associate, Superhouse Tools, Austin, TX

November 2013 – December 2015

- Put out new merchandise in an appealing display with clear signage to encourage customer sales and move overstocked items
- Helped customers complete projects by offering advice, recommending tools and upselling additional products
- Assisted sales team by operating cash registers, tidying sales floor and managing stock, when required

Sales Representative, Watson Shoe Warehouse, Austin, TX

September 2011 – October 2013

- Restocked shelves, prepared for sales and organized sales floor
- Assisted customers in finding the best shoe and fit for their needs
- Kept up to date on fashions and upcoming trends

Education

Bachelor of Science in Fashion Merchandising

Texas State University, San Antonio, TX, September 2007 – June 2011

Key Skills

- Consultative seller
- Fluent in Spanish
- Intercultural competence
- Knowledgeable
- Merchandising
- Point of sale proficiency
- Relationship builder
- Time management