

BLAINE CONNELLY

111 Main Avenue, Nashville, TN 37202 b.connelly@email.com (615) 000-1234

Motivated, professional Senior Sales Associate with over a year of experience in the commission-based sale of home furnishings. Adept at learning customers' needs and desires and offering ideal solutions within their budgets. Committed to helping build a team of associates dedicated to excellence in service. Strong eye for detail, colors, fabrics and furnishing styles.

EDUCATION

ASSOCIATE OF SCIENCE, BUSINESS ADMINISTRATION

Nashville State Community College,
Nashville, Tn
September 2016 – June 2020

KEY SKILLS

- Upselling & cross-selling
- Teamwork
- Flexibility
- Design consulting
- Point of sales systems

PROFESSIONAL EXPERIENCE

SENIOR SALES ASSOCIATE

Best Home Styles, Nashville, TN June
2019 – Present

- Greeting customers and helping them design their “dream rooms” with standard and custom options
- Resolving customer grievances and negotiating solutions
- Training new sales associates on customer service techniques and product knowledge
- Exceeded monthly sales quotas for 6 consecutive months by 15% by applying upselling and cross-selling techniques

SALES ASSOCIATE

Best Home Styles, Nashville, TN
January 2016 – May 2019

- Greeted customers and provided knowledgeable assistance and guidance throughout the showroom
- Entered sales orders and accepted payments
- Set appointments and followed up with clients
- Earned frequent Employee of the Month awards for strong work ethic, customer service and high sales

VOLUNTEER

Habitat Restore, Nashville, TN
March 2015 – Present

- Greeting and assisting customers with point of sales transactions
- Stocking shelves and helping with inventory management
- Setting up eye-catching furniture displays
- Assisting pick-up crew with processing furniture donations