



# HENRY WALKER

Appliance Sales Representative

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## PROFESSIONAL SUMMARY

Dedicated Appliance Sales Representative with 5 years of experience in driving revenue and enhancing customer satisfaction in retail settings. Proficient in assessing customer requirements and providing tailored appliance solutions. Passionate about fostering strong customer relationships and consistently achieving sales goals through expert product knowledge and exceptional service.

## WORK EXPERIENCE

### Appliance Sales Representative

Maple Leaf Consulting

📅 Mar / 2022-Ongoing

📍 Toronto, ON

1. Negotiated competitive pricing on home appliance packages while addressing homeowner concerns.
2. Revitalized sales in the appliance department through targeted strategies.
3. Managed extended warranty plans and credit applications efficiently.
4. Delivered exceptional customer service with warranty explanations and product insights.
5. Implemented effective visual merchandising strategies to enhance product display.
6. Facilitated training for new hires to ensure readiness for the sales floor.
7. Guided customers in selecting appliances, promoting additional services like credit cards and warranties.

### Appliance Sales Consultant

Cactus Creek Solutions

📅 Mar / 2020-Mar / 2022

📍 Phoenix, AZ

1. Averaged over \$85,000 in monthly sales by effectively recommending and locating merchandise based on customer preferences.
2. Thrived in a competitive commission-based sales environment, staying informed on industry trends and products.
3. Consistently surpassed corporate and regional sales goals related to service quality and customer experience.
4. Exceeded expectations for Premium Service Contracts, maintaining healthy profit margins.

## EDUCATION

### Bachelor of Science in Business Administration

University of Illinois

📅 Mar / 2018 - Mar / 2020

📍 Toronto, ON

Focused on marketing and sales strategies applicable to retail environments.

## SKILLS

Strong Organizational Skills



Goal Setting



Sales Presentations



Technical Knowledge



Retail Operations



## INTERESTS

🎨 Art

🤝 Volunteering

🌲 Hiking

🧘 Yoga

## STRENGTHS

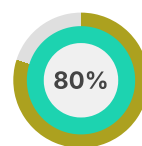
🔍 Criticality

☰ Detail-oriented

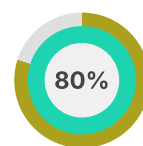
🤝 Diplomacy

😊 Enthusiasm

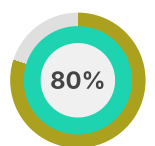
## LANGUAGES



English



Russian



Mandarin

## ACHIEVEMENTS

★ Achieved 120% of sales target consistently over 12 months.

★ Increased customer retention by 30% through exceptional service.