



OLIVIA SMITH

Avon Sales Executive

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SKILLS

Customer Engagement



Sales Negotiation



Market Analysis



Communication Skills



Presentation Skills



Team Collaboration



INTERESTS

DIY Projects

Crafting

Meditation

History

STRENGTHS

Humility

Innovation

Insightfulness

Integrity

LANGUAGES



English



German



Spanish

ACHIEVEMENTS

Increased sales by 30% year-over-year through targeted marketing initiatives.

Successfully mentored 10 new representatives, leading to a 25% increase in team sales.

PROFESSIONAL SUMMARY

Sales-focused Avon Executive with a decade of experience in driving revenue and enhancing customer loyalty. Expertise in implementing innovative marketing strategies and utilizing social media to expand brand reach. Driven to exceed sales targets while providing exceptional service and coaching emerging representatives to achieve their full potential.

WORK EXPERIENCE

Avon Sales Executive

Feb / 2019-Ongoing

Seaside Innovations

Santa Monica, CA

1. Educated customers on the benefits of Avon products, resulting in increased customer loyalty.
2. Delivered promotional presentations that enhanced product visibility and drove sales.
3. Distributed catalogs and marketing materials to attract new clients.
4. Conducted follow-ups with customers to ensure satisfaction and secure orders.
5. Managed online order entry, ensuring accuracy and timely delivery.
6. Maintained meticulous financial records of sales and commissions.
7. Developed personalized sales strategies to optimize customer engagement.

Avon Sales Representative

Feb / 2015-Feb / 2019

Cactus Creek Solutions

Phoenix, AZ

1. Achieved consistent revenue growth, surpassing sales targets by an average of 20% annually.
2. Crafted and executed a strategic territory management plan to maximize customer outreach.
3. Utilized effective telesales techniques to acquire and retain customers.
4. Provided valuable insights for marketing campaigns, enhancing promotional effectiveness.
5. Monitored KPIs to assess sales performance and identify growth opportunities.
6. Engaged customers with professionalism, leveraging advanced sales techniques.

EDUCATION

Bachelor of Business Administration

Feb / 2012-Feb / 2015

University of Phoenix

Phoenix, AZ

Focused on marketing and sales strategies to enhance business performance.