Robert Smith

Category Supervisor

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SUMMARY

To obtain a rewarding position that challenges and enhances my excellent client relationship skills, managerial skills, and customer service skills in order to be an asset to the company. Dynamic, accomplished, and results-driven professional with expertise in communications seeking a challenging and rewarding position to contribute to the employer's further success.

SKILLS

Inventory Management, Leadership Skills, Empathy and Compassion, Microsoft Office.

WORK EXPERIENCE

Category Supervisor

ABC Corporation - October 2008 – December 2010

- Performed training of product specialists.
- Coached sales associates daily on selling skills.
- Assisted in visual merchandising which impacted client awareness.
- Maximized profits by controlling and protecting company assets.
- Responsible for monthly floor sets and bi-weekly inventories.
- Communicated information to staff regarding seasonal promotions and sale items.
- Oversaw product flow and placement to effectively drive business.

Category Supervisor

Delta Corporation - 2018 – 2020

- Responsible for achieving sales goals - hourly, daily, monthly, quarterly, and yearly.
- Created customer intimacy through ensuring exceptional customer service by asking questions to determine customer needs.
- Managed floor operations as on-duty manager opening and closing store, customer service, recovery, etc. Demonstrated excellent customer service.
- Coached and developed associates to become better sellers.
- Delegated tasks to drive sales.
- Maintained friendly and professional customer interactions.
- ${job_description27}

EDUCATION

Marketing - July 2009(Prince George's Community College)

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