

# ROBERT SMITH

## Fragrance Specialist/Representative

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### SUMMARY

Demonstrating product features, taking part to sales events, and maintaining a pleasant selling area.

### SKILLS

Critical Thinking, Communication Skills.

### WORK EXPERIENCE

#### **Fragrance Specialist/Representative**

Kelly Services - November 2011 – 2020

- Moved up to working in mens fragrances, gift baskets made for contests, inventory, sales, stock room, maintenance.
- Consulted clients with information about the scent notes of fragrances.
- Attended events and classes for new fragrances coming out to retail.
- Enjoyed making sure the client had the appropriate fragrance.
- Experienced as an advertising magazine distributor Four years experience delivering Dominoes pizza Volunteer social work experience.
- Helped Naomi whose mission is to provide companionship, encouragement, and prayers for the elderly.
- Greeted customers, customer service, cashier, presentation, orientation, decoration of the products, sending samples to customers.

#### **FRAGRANCE SPECIALIST**

ABC Corporation - 2010 – 2011

- Practiced 5-Star selling by upselling and cross selling into different departments.
- While focusing on hitting company goals.
- Including credit applications, sales, and store appearance.
- Maintained and organized a professional cosmetic environment, including stocking, pricing, facing, and cleaning.
- Entrusted with all cashier duties.
- Guided and greeted customers.
- Utilizing the theft prevention methods..

### SCHOLASTICS

- Associates in Chemical Dependency Counseling - (Howard College - San Angelo, TX)