

ROBERT SMITH

Associate Fragrance Specialist

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Responsible, hard working, and proficient in computer skills and customer service. Passionate and motivated with a drive for excellence. Experience in psychological testing and scoring.

MARCH 2016 - 2020

ASSOCIATE FRAGRANCE SPECIALIST - BUTTERFLY BEAUTY

- Achieved daily, monthly and annual sales goals through brand education and advanced fragrance selling skills.
- Represented and Understand and implement selling techniques prioritized by the brand.
- Upheld the highest integrity of the brand at the point of sale.
- Understood the competitive landscape and how that influences consumer behavior.
- Consistently achieve sales goals communicated by the Regional Sales Team.
- Strived to achieve all KPIs as assigned by the Regional Sales Team.
- Tracked and communicated sales performance to RSM on a weekly basis.

2015 - 2016

FRAGRANCE SPECIALIST - ABC CORPORATION

- Responsible for the quality of service and products in the fragrance and cosmetics departments.
- Responsible for meeting sales and profit objectives in accordance with Company expectations.
- Responsible for developing and maintaining thorough knowledge of the fragrance and cosmetics merchandise, special events and promotions within these departments.
- Responsible for providing customers with product advice, which includes product recommendations, with accurate and complete information, and registering all related sales on assigned cash register.
- Responsible for the day-to-day management and oversight of the fragrance and cosmetics departments.
- Responsible for setup of promotional and Point of Purchase displays and related signage materials..
- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

- (PARIS BEAUTY SCHOOL - Concord, CA)

SKILLS

Customer Service, Manager, Sales.