

ROBERT SMITH

Furniture Sales Associate II

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To take the initiative to please employer and work alongside team members while bringing own knowledge and also learning from the team itself.

EXPERIENCE

Furniture Sales Associate II

ABC Corporation - JULY 2003 - OCTOBER 2006

- Welcomed customers upon their arrival in our retail showroom and learning their motivation for their visit.
- Assisted customers in financing, purchasing, delivery, and ultimate satisfaction.
- Contacted customers to inform them about new sales and special events.
- Assisted in developing marketing materials that made the sales process easier.
- Assisted marketing manager in developing print and online advertising.
- Became known for exceptional negotiating skills especially during promotional events.
- Worked cash register, assembled furniture, and do customer carry-outs.

Furniture Sales Associate

ABC Corporation - 1998 - 2003

- Made sure my designated sales area was ready for presentation.
- Worked with customers and repeat clients on the purchasing of furniture for their homes, rentals, gifts.
- Coordinated group designs to achieve the style and lifestyle for each particular customer, Made sure that customer satisfaction was always at the top of the list as a happy customer is one who returns again and creates more business for everyone.
- I feel like I was a positive contributor to the sales team on the floor and worked well with everyone.
- Skills Used I have an excellent eye for design and listening to what the customer is trying to achieve, whether that be working within a budget, time frame for move in or needing a bit of guidance and choice in styles.
- Acknowledging the decision maker and making sure that the buying experience for everyone is enjoyable.
- Furniture is one of the larger purchases a person makes, besides a home or car so it is usually one that is lived with for a number of years...



EDUCATION

- Business Management - (Valencia College - Orlando, FL)
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SKILLS

Bi Lingual, Good With Clients.