

# ROBERT SMITH

## Furniture Sales Representative

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Committed and self-motivated Furniture Sales Representative with exceptional customer relation and decision making skills, strong work ethic, and professional demeanour, Follow up with clients on all proposed furniture purchases, Following up with clients on all delivery arrangements, Following up with clients on all sales commitments made by the company to third parties.

## EXPERIENCE

### Furniture Sales Representative

#### ABC Corporation - MARCH 1984 - JUNE 1985

- Exceeded my pre-assigned sales quota each month.
- Responsible for approaching customers as they entered the store, inquired about the type of furniture they were looking for, made suggestions as I showed customers around and closed the sale.
- Answered customer questions, conducted suggestive selling to move multiple products, processed sale documents and arranged financing when needed.
- Responsible for arranging fabric change requests made by the customer on certain pieces of furniture.
- Asked to maintain records of customers who did not make a purchase and followed up as needed.
- In charged of arranging displays, putting up any point-of-sale information, doing physical inventory counts and assisting the store manager with orders.
- Researched new products to ensure I was able to explain specific features of various products to the customers.

### Furniture Sales Representative

#### Delta Corporation - 1983 - 1984

- Inside Sales Online Marketing Internet Sales Warranty Specialist Warehouse Delivery.
- Responsibility fully aligned to sales quota achievement in new client acquisition via outbound prospecting efforts.
- Included mail and electronic prospecting efforts as well as working to build a referral base.
- Responsible for maintaining a minimum of 10% of our sales with our in-house protection plan by cross-selling to previous customers.
- Maintained the store appearance and helped with internal marketing efforts.
- Responsible for sales, furniture displays, and products in stock, backup to telemarketing(call ins, fill orders, and load truck)also backup driver.
- Educate customers about home furnishing options.

  

## EDUCATION

- MA

  

## SKILLS

Customer Service, Customer Relations, Event Coordination, Event Planning.