ROBERT SMITH

Golf Sales Associate

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Results-oriented sales/account manager with a blend of experience in both inside and outside sales. Demonstrated strong interpersonal and communication skills. Sales history includes experience in merchandising and inventory management control. Advancement has led to statewide sales responsibility with sales teams as large as forty-seven employees under direct supervision. Strong background managing within operational budgets as well as maintaining personnel levels needed for success.

2015 – 2020

GOLF SALES ASSOCIATE - ABC CORPORATION

- Managed approximately 120 golf course accounts within the Tampa Bay Area.
- Included organization of route for store on wheels, display and merchandising of product, daily inventory control and restocking of several hundred skus.
- Achieved sales budget first year of $1.9 million while maintaining and growing territory.
- Managed day to day operations of retail store servicing the commercial lawn and landscape industry as well as the pest control market.
- Included display, merchandising, counter sales, supervision of store personnel, inventory control, product pricing, sales margin maintenance, and accounts receivable.
- Handled all safety issues regarding OSHA regulations and fire codes.
- Achieved extremely low inventory shrinkage numbers and developed an innovative new display for high volume replacement parts.

2013 – 2015

GOLF SALES ASSOCIATE - DELTA CORPORATION

- Customer Service Golf cart maintenance Retail sales Hourly rate$12.
- Help merchandise and stock golf department Provided exceptional customer service to customers Sold golf equipment and supplies to customers.
- Provide customer service with an expertise in golf while promoting brands and techniques in inventive ways Collaborate with upper level management in .
- Was the Golf Sales Associate at store #39 in Harrisburg, PA from the Duration of June 2011-September 2011.
- Truly enjoyed my time with Dickssporting Goods, but when the school year began, there was a conflict of schedule with myself being a teacher and also .
- To assist customers with their Golf needs and questions Restock shelves when empty Fold Golf Apparel.
- Customer Service, training, returns Product purchase transactions Department inventory control Counter Sales and cashier.

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EDUCATION

MS

SKILLS

Very good customer service, Very good problem solving and communication.