Robert Smith

Senior Jewelry Sales Associate

CONTACT DETAILS

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PERSONAL STATEMENT

Jewelry Sales Associate with 7 plus years of experience is seeking challenging assignment and Senior responsibility, with an opportunity for growth and career advancement as successful achievements.

WORK EXPERIENCE

Senior Jewelry Sales Associate

Jcpenney - October 2013 – Present

Responsibilities:

- Comprehensive knowledge of the methods and techniques of sales and marketing.
- Extensive knowledge of different type of gold, platinum, gemstones and sterling silver.
- Skilled in using the multi-line telephone, keyboard, and other business-related equipment.
- Delivering the exceptional service by greeting and serving customers in a timely, friendly manner.
- Efficiently executing all store tasks within company guidelines as assigned by store management.
- Practicing the Loss Prevention awareness and drives reducing shrink through servicing the customer and supporting a culture of honesty.
- Demonstrating knowledge of merchandise trends, current marketing campaigns, and in-store promotions and consistently executes marketing, promotional and visual best practices.

Sales Associate

ABC Corp - April 2011 – February 2013

Responsibilities:

- Consistently demonstrated the Customer First selling standards in order to deliver a positive customer experience and achieve daily sales goals.
- Drove the brand loyalty through being knowledgeable about all the loyalty programs and consistently informing customers of each program.
- Leveraged the company tools and technology to confidently provide the customer with product knowledge which will enhance customer engagement and maximize sales.
- Consistently provided support to fellow employees through sharing of knowledge, helping to complete tasks and/or assisting in customer interactions.
- Outfitted the customer by suggesting key looks and incorporating latest trends and current promotions based on the customer’s individual style.
- Promoted the awareness and growth of the AEO and aerie brands by introducing customers to additional brand channels.
- Performed register sales transactions quickly and accurately in accordance with established cash control procedures and customer

SKILLS

Microsoft Word, Excel, Powerpoint, Training, Telephone Etiquette, Customer Service, Bilingual Ukrainian

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference – 1 (Company Name)
Reference – 2 (Company Name)

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Education

Diploma in General Studies - 2007 (Saginaw High School - Saginaw, MI)

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