



# MASON WILSON

## Junior Product Sales Specialist

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### PROFESSIONAL SUMMARY

Enthusiastic Junior Product Sales Specialist with 2 years of experience in driving sales performance through effective customer engagement and market analysis. Skilled in identifying growth opportunities and enhancing product offerings, while committed to delivering superior service and building lasting client relationships. Eager to contribute to team success and drive business objectives.

### WORK EXPERIENCE

**Junior Product Sales Specialist** 📅 Feb / 2024-Ongoing  
**Blue Sky Innovations** 📍 Chicago, IL

- 1. Collaborated with management to enhance product sales strategies, resulting in improved sales performance.
- 2. Created and delivered training modules for volunteers, increasing their engagement and sales effectiveness.
- 3. Conducted audits and reconciliations for program sales, ensuring accuracy and financial integrity.
- 4. Generated analytical reports to assess sales progress and identify areas for improvement.
- 5. Managed debt recovery for program accounts, successfully reducing outstanding debts.
- 6. Participated in vendor selection processes to optimize product delivery and supplier relationships.
- 7. Provided exceptional customer service through various communication channels, enhancing client satisfaction.

**Product Sales Specialist** 📅 Feb / 2023-Feb / 2024  
**Cactus Creek Solutions** 📍 Phoenix, AZ

- 1. Identified and capitalized on sales opportunities for returned goods, significantly boosting revenue.
- 2. Increased sales of returned goods by 90%, optimizing store inventory and profitability.
- 3. Consistently met or exceeded daily sales quotas for service and replacement plans.
- 4. Contributed to the store's achievement as the #1 sales location nationally through effective sales techniques.

### EDUCATION

**Bachelor of Business Administration** 📅 Feb / 2022-Feb / 2023  
**University of Texas** 📍 Phoenix, AZ

Focused on marketing and sales strategies, with coursework in consumer behavior and market research.

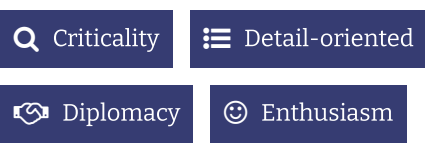
### SKILLS



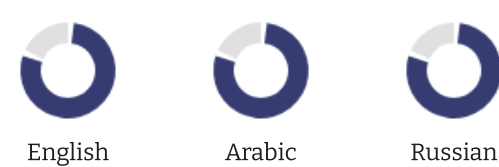
### INTERESTS

- 🎨 Art
- 🧘 Volunteering
- 🌲 Hiking
- 🧘 Yoga

### STRENGTHS



### LANGUAGES



### ACHIEVEMENTS

- 🌟 Increased sales by 25% through targeted marketing strategies and customer outreach initiatives.
- 🌟 Developed training materials that improved team product knowledge and boosted sales performance.