

# NAME

TITLE  
000-000-0000 / EMAIL / CITY, STATE, ZIP

## Profile

Proin gravida nibh vel velit auctor aliquet. Proin gravida nibh vel velit auctor aliquet. Aenean sollicitudin, lorem quis bibendum auctor, nisi elit consequat ipsum, nec sagittis sem nibh id elit. Duis sed odio sit amet nibh ipsum.

## Experience

### Fragrance Sales Associate - Company / Location

February 2022 – Present

- Provided 5-star customer service by greeting customers as they come into the store, listening closely to their needs, and delivering clear answers to their inquiries.
- Monitored and maintained product restocking and physical inventory, as well as keep a proper count of products on the sales floor in line with company guidelines.
- Interacted and built relationships with a wide base of customers from diverse nationalities with different personalities.
- Shared useful information in discounts and special deals as well as strategically offer perfume samples to customers to help them decide which product to buy.
- Operated a POS system for handling transactions including sales, exchanges, returns, giving receipts, tendering change, calculating VAT, and processing card payments.

### Fragrance Ambassador - Company / Location

May 2020 – January 2022

- Applied new selling strategies to expand communication to 8,000 customers, which enabled the business to cover 60 percent of underserved sites.
- Used social media platforms to connect with 2,000 potential customers by addressing their concerns and needs.
- Followed up with existing customers and utilized upselling techniques to exceed sales quotas.
- Relied on personalized rapports to establish relationships with 4,500 customers via 15+ on-site visits, 100+ phone calls, and 150+ podcasts.
- Recommended add-on sales based on excellent product knowledge and unique client preferences/needs.

### Project Experience

- Designed and supervised 3 in-store events (including special display outlines), each of which had an average budget of \$30,000.
- Organized and promoted 2 giveaways to raise money for breast cancer research.
- Developed and carried out an improved client loyalty program, which brought in 3,000+ new customers and increased store sales by approximately 10 percent.

## Education

### High School Diploma - Syosset High School

MONTH YEAR

- GPA: LIST
- AWARD
- AWARD

### DEPARTMENT - SCHOOL

May 2009

- GPA: LIST
- AWARD
- AWARD

## Skills

### Expertise

- Needs assessment
- Strong communication and interpersonal skills
- Fragrance profile
- Scent sampling
- Successful track record of achieving and exceeding sales targets.

## Licenses & Accreditations

### Licenses Licenses & Accreditations

- Certified Fragrance Expert, The Fragrance Foundation
- Cosmetology License, New York