

Results-oriented **Sales Specialist** who consistently focuses on successfully developing and implementing effective up-selling strategies, creating quality teams to ensure high productivity rates, and demonstrates superb product knowledge which results in assisting customers with making the best purchasing decisions while creating a sense of trust. Excellent in establishing and maintaining long-term customer relationships while enhancing brand loyalty, repeat business, and company awareness. Works well in a team and consistently exceeds sales quotas while increasing profits throughout.

AREAS OF EXPERTISE

- Strong Analytical Ability
- Sales Closing Processes
- Notable Presentation Skills
- Effective Communicator
- Client Relationship Specialist
- Brand Development & Loyalty
- Creative Up-selling Strategies
- Training & Development
- Excellent Product Knowledge
- E-Commerce/Online Sales
- Product Demonstrations
- Coordinating Marketing Activities
- Increasing Repeat Business

PROFESSIONAL HISTORY

COMPANY NAME – (City, State) – *Sales Consultant & Team Manager* 01/2011 – Present

- Sells a wide variety of company items to a specific target market and utilizes extensive product knowledge to educate customers on benefits of each products while increasing revenues.
- Coordinates all company sales activities by maintaining schedules, keeping lists of attending guests, and effectively demonstrates products to the customers resulting in a high amount of sales.
- Manages recruiting efforts to increase the number of sales representatives and overseeing all mentoring and training efforts to enhance productivity rates.

PREVIOUS WORK HISTORY

COMPANY TWO (City, State) – *Pharmacy Technician* 07/2008 – 09/2010

- Managed all purchasing duties while maintaining accurate inventory levels, working closely with various suppliers.
- Ensured each patient was correctly identified/matched with every prescription by accurately entering in patient contact information; developed skills in correctly reading prescriptions given by Physicians.
- Correctly located medications, dispensed correct amount, chose correct container sizes, and presented final product to Pharmacist for review; Entered patient information into a computer database system, efficiently processed insurance claims, and resolved any issues upon denial of insurance.
- Assisted in Administrative duties such as stocking shelves, maintaining bookkeeping records, and filing paperwork.

COMPANY TWO (City, State) – *Property Manager* 11/2000 – 12/2007

- Oversaw all daily operations such as lease negotiations, organization and recruitment of subcontractors, training and supervising staff activity and assisting residents with questions and concerns, effectively resolving problems in a timely and professional manner.

EDUCATION & LICENSURE

COLLEGE ONE (New York, NY) – Pharmacy Technician Training (2002)

COLLEGE TWO (New York, NY) – Psychology (1996)

COLLEGE THREE (New York, NY) – General Diploma (1994)