



# Robert Smith

JUNIOR SALES ASSISTANT

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## Details

Driving license  
Full

Place of birth  
San Antonio

## Profile

*Customer-focused sales assistant with 4+ years of retail experience. Quick to gain detailed product knowledge and offer expert advice on the most appropriate products and services for customers' needs. Excellent record in sales. I am exploring the possibility of a position in the fashion retail sector where I can deliver outstanding service.*

## Employment History

### Junior Sales Assistant, ABC Fashion, Newlands

February 2021 — February 2021

*Responsible for maintaining sales floor and processing payments at high footfall fashion retail outlet that achieved \$1m+ in annual sales.*

- Managed opening and closing procedures, POS systems, stock control, and visual merchandising, contributing to award for the best-merchandised store in the Manhattan region.
- Exceeded sales targets by 10+% regularly by being attentive to customer service and product recommendations.
- Manage trade shows and showrooms, as well as staff helping out at these.

### Junior Sales Assistant, AG Footwear, Cape Coral

February 2021 — February 2021

*Main responsibility is to open new accounts and assist assigned customers in understanding products and marketing campaigns directed at them for a large fashion outlet store.*

- To get pre-order and reorders in the system and pushing the customers to pre-/re-order via our online site.
- To actively generate reorder, both for the assigned customers with follow-up calls, emails, and invitations to launches.
- Responsible for on-floor customer segmentation surveys and their classification annually

## Education

### Certified Professional Sales Person (CPSP), National Association of Sales Professionals (NASP), Online

February 2021 — February 2021

### Certified Inside Sales Professional (CISP), American Association of Sales Professionals, Online

## Links

[Resume.io](#) [Resume Viking](#)

## Skills

Microsoft Excel



Communication Skills



Customer Service



Ability to Work in a Team



Computer Skills



## Hobbies

Art, Violin, Netball

## Languages

Dutch



English



German



French



## Accomplishments

- Researched and resolved account information issues to improve customer satisfaction and client retention by approximately 30%.
- Verified and processed new client application information resulting in approximately 13 plus new accounts monthly.
- Accurately allocated 10 - 15 daily sales valued over \$5,000.
- Implemented and managed quarterly account payments for top clients.
- Managed training of assistants to increase productivity by 20%.