Justin Applicant

000 Main Street • New York, NY 00000 • (123) 555-1234 • justin.applicant@email.com

CAREER OBJECTIVE

Experienced, customer-focused sales professional looking to leverage superb leadership, organizational, and communications talents to guide retail stores to heightened levels of productivity.

CORE QUALIFICATIONS

* Creative and innovative in implementing dynamic promotions, growing customer base and referral sales, and training sales associates in winning customer strategies.
* Experienced in sales events, store launches, associate hiring and onboarding, inventory control, payroll administration, loss prevention, customer communications, complaint resolution, and process improvements.

PROFESSIONAL EXPERIENCE

EXPERIENCE MONTBLANC, Arlington, VA

**Key Holder**, April 2015-Present

Coordinate and guide team of eight sales associates in retail boutique sales of high-end watches, writing instruments, and jewelry. Deftly manage payroll, scheduling, reports, email, inventory, and maintain clientele book and records. Place orders to restock merchandise and handle receiving of all products.

* Organized more than a dozen promotional events before and during the opening of boutique.
* Contributed to the success of opening week and save revenue exceed projections by 18 percent.
* Implemented and integrated new register functions.

NORDSTROM-COLLECTORS AND COUTURE DEPARTMENTS, Arlington, VA

**Sales Associate**, April 2013-April 2015

Motivated 16-member department team in providing world-class service to a discriminating clientele.

* Scheduled private shopping appointments with high-end customers.
* Communicated with tailors and seamstresses to ensure fittings
* Earned annual customer service award twice.
* Promoted to head sales associate of designer women’s wear due to merchandising ability.
* Attended dozens of clinics for new income fashion lines.

EDUCATION

**Bachelor of Arts in Economics** (2015); GPA 3.7

Ramapo College, Arlington, Virginia