

Mary Smith

Retail Sales Consultant

789 West 54th Street #1A
New York, NY 10036
917.620.4000
Mary.smith@gmail.com

SUMMARY

Skilled, motivated, retail sales consultant with a proven track record of significantly increasing revenues annually, while cultivating satisfied, loyal, customer relationships with repeat business.

QUALIFICATIONS

- Proven sales leader with 15+ years experience representing diverse, high-end fashion and luxury merchandise
- Consistently meets or exceeds sales benchmarks; excellent at closing the sale; highly motivated
- Strong customer service and rapport-building skills; friendly, professional, positive, energetic
- Works well independently as well as on a team; experienced at providing product training for peers and customers
- Computer savvy and competent with retail software; good with financial and cash management

EXPERIENCE

Eyewear Sales Consultant, The Townsend Group, July 2014 - July 2016

New Mexico, West Texas, and Southern Colorado

- Sold designer eyewear to Independent Eyecare Professionals throughout the region
- Increased annual territory sales from \$147K to \$320K
- Delivered innovative marketing campaigns, client presentations, and trunk shows that increased revenues
- Brand Ambassador for Vera Bradley, Badgley Mischka, ARGYLECULTURE, XOXO and others

Eyewear Sales Consultant, Fashion Eyewear International, January 2004 - June 2014

New Mexico, West Texas

- Increased territory sales volume from \$268K to \$650K annually
- Successfully developed and delivered sales and brand training seminars for groups of 5-60 people
- Salesperson of the year
- Brand Ambassador for GUESS, Marciano, Ermenigildo Zegna, Furla and others

Jewelry Sales Consultant, The Black Panther Gallery, 2000 - 2004

Albuquerque, New Mexico

- Represented unique, high-end, Native American, hand-crafted jewelry and artwork
- Helped to increase the company's local brand presence by establishing many repeat customers
- Responsible for sales growth of over 35% each year

Jewelry Sales Consultant, Susan Swift Jewelry, 1997 - 2000

Albuquerque, New Mexico

- Consistently top-producing sales associate
- Produced over 140% of sales goal each year
- Provided product information seminars for other sales consultants as well as clients

SALES EDUCATION

Jeffrey Gitomer Seminars, Sales Skills and Philosophy
Friedman Group, Sales Skills
Franklin Covey, Time Management and Organization