

JACK JEFFERSON
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An innovative sales professional with more than 15 years' experience in selling general merchandise, electronics, computers, fine jewelry, women's and men's furnishings, furniture, sporting goods, food products, and pharmaceuticals for a world-class mass marketer and a major department store. Personally generated more than \$17.3 million in retail sales.

Expertise includes outstanding customer relations, consumer electronics, computer and marketing skills with excellent new product training experience.

EXPERIENCE

Buy More, Hawthorne, California

1998-Present

Sales Associate/Trainer (2005-Present)
Sales Supervisor (2001-2005)
Service Clerk (1998-2001)

Sell merchandise, oversaw all equipment and computers, train sales and maintenance staff, and work on marketing to businesses for a store location of one of the largest wholesale retailers in the United States. Combined annual store sales exceed \$317 million. Company sales are \$75 billion nationwide.

- In the Women's Department, trained 21 associates in product knowledge, merchandising, policies and procedures, and how to up-sell.
- Instruct sales associates in selecting and evaluating different pieces of jewelry in the Fine Jewelry Department. Average \$7,500 to \$11,000 in sales per day.
- Performed major installations in audio-video distribution in-store as well as other locations.
- Prevent and stop customer and employee thefts.
- Instructed 30 associates on how to process orders using IBM Model 4693 Cash Registers.
- Participated in moving merchandise in numerous floor redesigns.
- Provide general product assistance for customers and sales associates.

The People's Store, Thousand Oaks, California

1996-1998

Commission Sales Associate

Sold men's furnishings and women's shoes for a major department store with an upscale clientele.

- Developed a unique callback system for current customers, alerting them when new products arrived. This increased sales by 250%.
- Received awards for excellence in sales.

EDUCATION

California State University, Long Beach, Long Beach, California
Bachelor of Science in Business Administration, Marketing, 2005

El Camino College, Torrance, California

Completed all general education requirements for transfer to California State University, Long Beach.