

# Mellissa Paire

Sales Associate

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📍 2133 Washington St, Hoboken, NJ 07030

## EDUCATION

### High School Diploma at Bergen Catholic High School, NJ

Sep 2016 - May 2021

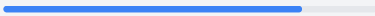
I've learned how to study for and take tests, how to do research, and how to write essays.

## LINKS

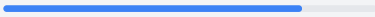
[linkedin.com/in/mellissapaire](https://www.linkedin.com/in/mellissapaire)

## SKILLS

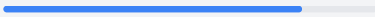
Communication



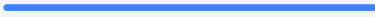
Customer service



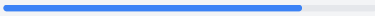
Sales



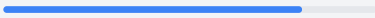
Marketing



Product knowledge

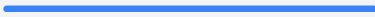


Business acumen

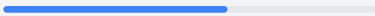


## LANGUAGES

English



Spanish



## HOBBIES

Organizing

Decorating

Crafting

## PROFILE

I am a sales associate with over 1 year of experience in the retail industry. I have a proven track record of providing excellent customer service, achieving sales targets and working effectively as part of a team. I am passionate about building relationships with customers and delivering an exceptional shopping experience. I am confident in my ability to contribute to the success of any organisation that I work for.

## EMPLOYMENT HISTORY

### ● Sales Associate at Macy's, NJ

Mar 2022 - Present

- Closed an average of 10 sales per shift.
- Exceeded monthly quotas by 20% on average.
- Consistently generated new leads through networking and cold-calling, resulting in a 15% increase in customer base.
- Successfully upsold products and services to customers, leading to a 5% increase in total revenue.
- Built strong relationships with clients, reflected in 95% satisfaction rating on post-sale surveys.
- Demonstrated expert product knowledge which led to increased sales of complementary items.

### ● Sales Associate II at Burlington, NJ

Sep 2021 - Feb 2022

- Achieved quota of \$600,000 in sales for the fiscal year.
- Grew customer base by 10% through effective prospecting and relationship building.
- Exceeded monthly new business goals by an average of 20%.
- Negotiated complex deals with high-level executives.

## CERTIFICATES

### Salesforce Certified Sales Cloud Consultant

Apr 2021

### HubSpot Sales Software Certification

Jul 2019

## MEMBERSHIPS

National Association of Realtors

National Association of Sales Professionals