

Giuseppina Parrelli

Sales Associate

Profile

I am a sales associate with over 1 year of experience in the retail industry. I have proven myself to be a motivated and results-oriented individual who is able to work independently as well as part of a team. I possess excellent communication and customer service skills, which are essential in this role. In addition, I am highly organized and efficient, able to handle multiple tasks simultaneously while maintaining attention to detail.

Employment History

Sales Associate at Dillard's, AK

Apr 2022 - Present

- Sold an average of 10 products per day.
- Exceeded sales goals by 15%.
- Consistently received positive feedback from customers regarding excellent service.
- Demonstrated expert product knowledge to potential customers, leading to increased sales.
- Negotiated with vendors for better prices and terms on behalf of the company, resulting in savings of \$5,000 over six months.
- Trained two new Sales Associates on proper selling techniques and customer service.

Sales Associate II at JCPenney, AK

Aug 2021 - Mar 2022

- Exceeded quarterly sales goals by 15%.
- Generated \$20,000 in new revenue through upselling and cross-selling techniques.
- Trained 4 new Sales Associates on company products and services.
- Developed strong relationships with key clients, resulting in repeat business.
- Negotiated favorable terms with vendors to save the company money.
- Won "Top Sales Associate" award for 2 consecutive quarters.

Education

High School Diploma at West Anchorage High School, Anchorage, AK

Aug 2016 - May 2021

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

Certificates

Salesforce Certified Sales Cloud Consultant

Oct 2020

HubSpot Sales Software Certification

May 2019

Details

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Links

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Skills

Communication

Customer service

Sales

Marketing

Product knowledge

Business acumen

Languages

English

Mandarin

Hobbies

Listening to music

Watching movies

Reading books