

JAMIE RENÉE HALL

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SKILLS

- Performance management
- Salesforce
- Market research
- Sales presentation
- Strategic planning
- Structure prices
- Customer relations
- Plan sales
- Verbal communication
- Motivation
- Networking
- Creative thinking
- Research

PROFESSIONAL SUMMARY

Offering over 20 years of interior design and customer service, dedicated to professionalism and honesty with a long term focus on building relationships with customers which assure word of mouth referrals based on delighted customers.

Talented Sales Associate with history of successfully directing and motivating sales team members to exceed targets and boost revenue. Born connector engages customers and builds long-term loyalty. Experienced with setting and administering budgets, managing daily financial tasks and coordinating with distributors. Skilled team player with strong background in interior design environments. Works well independently to handle assignments and always ready to go beyond basics assignments. Quick learner with good computer abilities.

Organized Sales Professional bringing strengths in handling work independently and solving routine problems without oversight. Offers expertise in customer relations and retention and Product Knowledge and ability to quickly learn new processes.

EXPERIENCE

SALES MANAGER

Abingdon Rug Outlet

Abingdon, VA

October 2001 - Current

- Taught the sales team how to connect with customers and build long-term, productive relationships.
- Reviewed operational records and reports to project sales and determine profitability.
- Counted daily cash, prepared deposits, and updated financial records with current totals.
- Determined price schedules and discount rates.
- Determined price schedules and discount rates to maintain competitive positioning.
- Researched market trends and stayed current on customer preferences to better lead sales operations.
- Connected with customers to build trust and leverage consultative sales techniques.
- Researched market and competitors regularly to effectively anticipate opportunities and threats.
- Handled performance management and compensation decisions to effectively recognize and motivate employees.
- Resolved customer complaints regarding sales and service.
- Worked closely with all sales personnel to assist with routine sales and handle advanced issues.
- Engaged customers to quickly identify needs, negotiate contracts and close sales.

SALES ASSOCIATE

Haverty's Furniture

Fayetteville , NC

September 2019 - February 2020

- Provided accurate information to help customers quickly navigate store and acquire items for purchase.
- Restocked front lanes and displays, following established merchandising procedures and standards.
- Maintained knowledge of current and future promotions to provide accurate service and inform customer purchasing decisions.
- Welcomed guests and offered quick assistance to handle diverse needs.
- Tracked customer purchases to predict sales opportunities, adjusting presentation of merchandise to push certain items.
- Processed customers' orders and checked buggies for additional merchandise.
- Supported company mission and positive store culture through honesty, integrity, and high-quality customer experiences.
- Processed returns and exchanges in line with store policies.
- Watched store shelves and aisles for upkeep needs, including organizing products and cleaning up spills.
- Promoted credit and loyalty programs during customer interactions.
- Arranged merchandise to be visually pleasing and well organized, focusing on item accessibility and aesthetic appeal.
- Planned efficient sales routes to maximize the number of customers served and incoming revenue.
- Consistently organized and restocked display racks to keep the store ready for customer needs.
- Engaged customers and built connections to drive long-term sales.
- Interacted professionally with customers, informing individuals of sales promotions and driving product interest.
- Resolved customer issues quickly to recapture the customer's loyalty and maintain the sale.
- Arranged attractive and creative displays to catch the eye of incoming customers and encourage sales.
- Revamped the store's shelves to prepare for new seasonal merchandise and planned promotions.

EDUCATION

HIGH SCHOOL DIPLOMA: ADVANCED DIPLOMA

Abingdon High School

Abingdon, VA

- Graduated with honors.

POLITICAL SCIENCE AND INTERNATIONAL
RELATIONS

Roanoke College

Salem , VA