

Aisha Khan

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SUMMARY

Motivated sales professional with a proven track record in exceeding sales targets and fostering client relationships. Strong analytical skills combined with a passion for delivering exceptional customer service, aiming to leverage my skills as an Entry Level Sales Manager.

EXPERIENCE

Sales Associate

Jun 2021 - Present

Tech Solutions Inc., Seattle, WA

- Increased sales by 30% year-over-year through targeted marketing strategies and personalized customer engagement.
- Recognized as 'Employee of the Month' twice for outstanding customer service and sales performance.
- Utilized CRM software to analyze customer data and optimize sales strategies, improving lead conversion rates by 15%.

Sales Intern

Jan 2021 - May 2021

Innovative Marketing Co., Seattle, WA

- Assisted in the development of promotional campaigns that increased foot traffic by 20%.
- Conducted market research and presented findings to senior management, contributing to strategic decisions.
- Collaborated with the sales team to refine sales pitches and enhance product knowledge.

Customer Service Representative

May 2018 - Dec 2020

Retail World, Seattle, WA

- Achieved a customer satisfaction score of 95% through effective communication and problem-solving skills.
- Trained new employees on sales techniques and customer service best practices, improving team performance.
- Managed customer inquiries and resolved issues promptly, resulting in a 25% reduction in average response time.

EDUCATION

Bachelor of Science in Business Administration

May 2018

University of Washington, Seattle, WA • GPA: 3.7

SKILLS

Technical Skills: Sales Analytics, CRM Software (Salesforce), Data Analysis, Customer Relationship Management

Tools & Frameworks: Microsoft Office Suite, Google Analytics, Tableau