

Ayesha Khan

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SUMMARY

Dynamic and results-oriented Sales Associate with over 5 years of experience in retail and customer service. Proven track record of exceeding sales targets and enhancing customer satisfaction through effective communication and relationship-building skills.

EXPERIENCE

Sales Associate

Jan 2022 - Present

Best Buy, Seattle, WA

- Achieved 120% of quarterly sales targets, generating an additional \$50,000 in revenue.
- Received 'Employee of the Month' award three times for outstanding customer service and sales performance.
- Trained new staff on product knowledge and sales techniques, resulting in a 15% increase in team sales productivity.

Sales Associate

Jun 2018 - Dec 2021

Target, Seattle, WA

- Consistently ranked in the top 5% of sales associates for three consecutive years.
- Implemented a new inventory management system that reduced restock time by 25%.
- Enhanced customer loyalty by organizing promotional events, increasing repeat customer visits by 30%.

Retail Sales Intern

Jan 2018 - May 2018

Macy's, Seattle, WA

- Supported sales team in achieving a 10% increase in seasonal sales through targeted promotions.
- Conducted market research to identify customer preferences, informing merchandising strategy.
- Assisted in training sessions for new hires, improving onboarding efficiency.

EDUCATION

Bachelor of Science in Marketing

May 2018

University of Washington, Seattle, WA • GPA: 3.7

SKILLS

Technical Skills: CRM Software, Sales Analytics, Customer Relationship Management, Inventory Management

Tools & Frameworks: Salesforce, Microsoft Excel, Google Analytics