

Aisha Khan

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SUMMARY

Dynamic and results-oriented Senior Retail Sales Associate with over 7 years of experience in driving sales growth and enhancing customer satisfaction. Proven track record of exceeding sales targets and implementing effective merchandising strategies.

EXPERIENCE

Senior Retail Sales Associate

Jan 2022 - Present

Fashion Hub, San Diego, CA

- Increased sales by 25% year-over-year through targeted product promotions and exceptional customer service.
- Implemented a new inventory management system that reduced stock discrepancies by 30%.
- Trained and mentored a team of 10 sales associates, enhancing overall team performance and customer engagement.

Retail Sales Associate

Jun 2018 - Dec 2021

Trendy Styles, Los Angeles, CA

- Achieved 'Top Seller' status for three consecutive quarters, exceeding sales goals by an average of 15%.
- Developed and executed merchandising displays that increased foot traffic by 20%.
- Utilized CRM software to personalize customer interactions, leading to a 40% increase in repeat customers.

Sales Associate

May 2015 - May 2018

ElectroMart, Los Angeles, CA

- Contributed to a 10% increase in sales through upselling and cross-selling techniques.
- Streamlined the checkout process, reducing customer wait times by 15%.
- Maintained up-to-date knowledge of product features and industry trends to assist customers effectively.

EDUCATION

Bachelor of Science in Business Administration

May 2018

University of California, Los Angeles, Los Angeles, CA • GPA: 3.7

SKILLS

Technical Skills: Sales Strategies, Customer Relationship Management (CRM), Inventory Management, Data Analysis

Tools & Frameworks: Salesforce, Microsoft Excel, POS Systems, Google Analytics