

# CELESTE STONE

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## SALES ASSOCIATE SUMMARY

- Sales Associate with 9+ years in retail sales & customer service, exceeding sales targets by 25% through engagement strategies.
- Improved product visibility and sales by implementing new marketing strategies at SunShine Emporium.
- Increased revenue by 15% through promotional campaigns at StarStyle Store.
- Volunteered at local communities to help underprivileged teens enter the job market.

## WORK EXPERIENCE

### SALES ASSOCIATE SunShine Emporium

January 2020 - Present

- Exceeded sales targets by 25% through proactive customer engagement.
- Implemented new marketing strategies, boosting product visibility and sales.
- Provided exceptional customer service, ensuring a 4.9/5 satisfaction rating.

### ASSISTANT MANAGER StarStyle Store

June 2017 - December 2019

- Managed team of 10 sales associates, enhancing communication and teamwork.
- Developed and executed promotional campaigns, resulting in 15% revenue increase.
- Streamlined inventory management, reducing stock discrepancies by 20%.

### RETAIL ASSOCIATE TrendyThread Boutique

September 2015 - May 2017

- Assisted customers in product selection, increasing sales by 15%.
- Maintained store cleanliness and visual merchandising standards.
- Resolved customer complaints promptly, ensuring positive experiences.

## EDUCATION

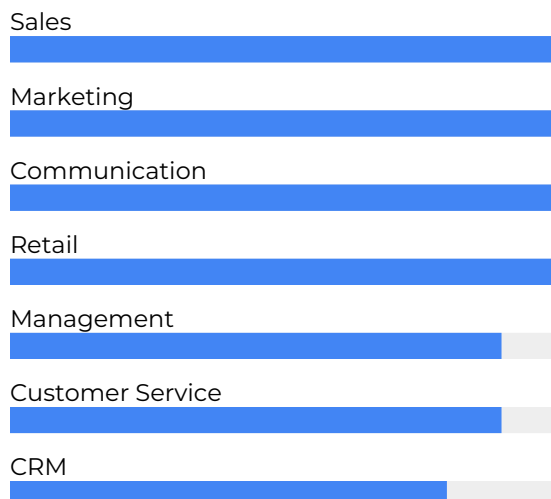
### BACHELOR OF BUSINESS ADMINISTRATION IN MARKETING University of Chicago

September 2012 - May 2016

### HIGH SCHOOL DIPLOMA Chicago High

May 2008 - May 2012

## SKILLS



## INTERESTS

Loves photography, traveling, and cooking.