# *Kari Lynn Jansson*

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**PROFILE:** Responsible, organized, creative, trustworthy, flexible, and adaptable retail professional with extensive experience in sales, marketing, operation, vendor relations, customer service and employee recruitment.

***Expertise*** Sales, marketing, operations, product presentation, display design, and

***includes:*** customer service in the food and clothing retail industries. Store opening and closing.

***Long-term*** To further my knowledge and experience in corporate marketing and finance

***objective:***

**PROFESSIONAL EXPERIENCE:**

**May–Aug 2007 Sales Clerk.** The Velvet Chic, The Velvet Slipper, Lahaska, PA <http://www.velvetslipper.com/>

Assisted customers with their buying experience to exceed customer expectations. Provided customer service on purchases, exchanges and returns. Recorded merchandise received in new shipments; priced newly received goods. Stocked shelves and managed store inventory daily. Executed and managed vendor orders for re-supply of merchandise. Designed product displays to attract customers to new clothing products. Balanced cash register and receipts daily as part of store closing procedures.

### *Achievements.* Identified and procured new vendors and products for expanding product line.

**Nov, 2002- Sales Clerk.** The Village Bakery, Lahaska, PA

**March 2007** Assisted customers with purchases and special orders. Restocked baked goods for display as needed. Cleaned, organized, and maintained store to create warm and inviting atmosphere. Strategically organized and displayed select baked good samples to stimulate customer purchases. Independently managed store opening and balanced receipts and cash purchases daily as part of closing procedures. Designed presentation layout and selection of baked goods for meeting events, fairs, and festivals. Trained and mentored new employees on bakery sales procedures and business practices.

### *Achievements.* Influenced management to adjust pricing of certain baked goods to increase revenue. Achieved single day record sales from events/festivals. Recruited new employees.

**Oct, 2005- Sales Associate,** Abercrombie and Fitch, Willow Grove, PA

**June, 2006** <http://www.abercrombie.com/anf/lifestyles/html/homepage.htm>

Greeted, thanked, interacted with, and assisted all customers to exceed their expectations and ensure they were satisfied with their Abercrombie experience. Kept current on merchandise choices to share knowledge with customers. Maintained effectiveness of merchandise flow, filling, and presentation standards throughout the store and stockroom. Maintained visual and presentation standards throughout the store and stockroom. Executed and updated floor sets to Abercrombie standards by completing and styling all table layers and form and faceout changes according to store program and visual guidelines. Created a fun and engaging environment by upholding Abercrombie’s vision and standards. Scanned and processed shipment boxes using correct procedures, organized merchandise in stockroom, separated and prioritized merchandise, and maintained all merchandise in a neat, organized fashion according to Abercrombie standards. Cleaned, organized, and maintained store and stockroom. Notified manager about damaged merchandise, and ensured damaged items were properly organized. Developed good working relationships with diverse peers on sales team. Participated as an active team member in accomplishing sales team goals. Demonstrated self-leadership behaviors. Participated in training meetings to ensure company standards were met. Recruited and recommended candidates for store positions. Followed all Abercrombie safety and security policies. Assisted in loss prevention in the event of theft.

**July 2004- Sales Clerk,** Gertrude Hawk Chocolates, Penns Purchase, Lahaska, PA

**Nov, 2005** <http://www.gertrudehawkchocolates.com/index.cfm?act=about>

Assisted customers with their purchases, returns, and exchanges to provide quality customer service and exceed customer expectations through superior understanding of their needs and desires. Organized seasonal store layout and product displays. Prepared wide selection of specialty chocolate and confectionary product samplesto meet customer desires. Updated floor sets to Gertrude Hawk standards according to store program and visual guidelines. Scanned and processed shipment boxes, organized merchandise in stockroom, separated and prioritized merchandise, and maintained all merchandise in a neat, organized fashion according to Gertrude Hawk standards. Cleaned, organized, and maintained store and stockroom. Identified products for re-order and and those that were discordant with sales receipts. Mentored and trained new employees on business practices and procedures. Opened and closed store as per procedures. Transported and deposited daily revenue and depositary receipts into bank**.**

***Achievements.*** Recruited new employees. Received performance incentive award and bonus.

**EDUCATION:**

2006 C.B. East High School, graduated June, 2006 (GPA 3.65)

2010 (Exp) B.A. Finance

Pennsylvania State University, University Park, Pennsylvania 16802

(Cumulative GPA 3.65)

## Relevant Coursework at Penn State University

Micoeconomics Macroeconomics

Business Law Business Ethics

Introduction to Business Seminar STAT 200

MIS 204

**SKILLS/**

**COMPTENCY:** Proficient in the use of MS Word, MS Powerpoint, MS Excel, MS Access