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Scott Dexter

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Top performing Sales Associate with nine years' experience in retail sales and a reputation for exceeding performance benchmarks. Highly skilled at leveraging consultative sales techniques to upsell products and exceed sales targets. Demonstrated leadership skills that align teams and strengthen brand loyalty through exceptional customer service. Seeking to apply diverse sales experience to take next career step with a retail organization dedicated to providing world class customer service and producing strong team leaders.

Core Qualifications

- Retail Sales
- Marketing and Promotions
- Customer Service
- Consultative Selling
- Visual Merchandising
- Inventory Management

Professional Experience

Crew Member — **6/1/2010 - Present**
TARGET — **Bellevue, NE**

- Interface with customers to identify purchasing needs and direct them to appropriate department; recommend additional products or cost-effective alternatives to enhance service and satisfaction.
- Champion promotional items to increase sales revenues and actualize consultative sales techniques to achieve set sales goals; confirm and change price signage on designated products during seasonal promotions.
- Facilitate inventory and stock management; conduct routine cycle counts and inventory audits to assist department manager and store replenish inventories while minimizing excess.
- Maintain and organize store displays to enhance product visibility and expedite product location activities.
- Provide training to new employees to uphold company policies and sustain customer satisfaction.

Sales Associate — **6/1/2006 - 5/1/2010**
Wal-Mart — **Omaha, NE**

- Provided high-quality customer service to optimize customer purchasing and payment process.
- Initiated inventory control measures to sustain stock levels, and helped to order new inventories.
- Managed and maintained displays as indicated by planograms, end cap, and bulk stack instructions.
- Educated customers on available product options to meet and exceed customer service experience.
- Investigated and resolved customer complaints or issues to strengthen store reputation and grow customer retention.

Education

Associate of Arts: Marketing, Metropolitan and Technical Community College, Omaha, NE - 2006

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