

Tisa Wulfekuhle

Bookseller

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📍 1234 Lone Star Drive, Austin,
TX 78701

Education

Diploma in Bookstore Management at Lone Star College, Houston, TX

Aug 2017 - May 2022

Relevant Coursework: Inventory
Management, Retail Operations,
Sales and Marketing,
Customer Service, Bookkeeping
and Financial Management,
Merchandising and Display,
E-commerce, and Supply Chain
Management.

Links

[linkedin.com/in/tisawulfekuhle](https://www.linkedin.com/in/tisawulfekuhle)

Skills

Inventory management

Customer service

Sales techniques

Bibliographic knowledge

Merchandising strategies

E-commerce platforms

Point-of-sale systems

Languages

English

Mandarin

Hobbies

Profile

Dedicated Bookseller with 1 year of experience in providing exceptional customer service, driving sales, and managing inventory in a bookstore setting. Proficient in utilizing comprehensive knowledge of various book genres and authors to recommend engaging reads to customers. Demonstrated success in maintaining a clean and organized store environment, assisting with merchandising and visual displays, and fostering a passion for reading within the community.

Employment History

Bookseller at Half Price Books, TX

Apr 2023 - Present

- Increased the store's overall sales by 15% within the first year of employment, through exceptional customer service, personalized recommendations, and effective upselling techniques.
- Successfully managed and maintained the inventory of over 50,000 books, ensuring a 98% accuracy rate in stocking and categorization, leading to improved customer satisfaction and ease of browsing.
- Organized and executed multiple in-store author events, attracting an average of 100 attendees per event, resulting in a 20% increase in sales during those days and strengthening relationships with local authors and the literary community.

Assistant Bookseller at BookPeople, TX

Aug 2022 - Feb 2023

- Successfully increased customer satisfaction by 15% within six months through personalized recommendations and attentive service, resulting in a boost in repeat customers and positive reviews for BookPeople.
- Streamlined inventory management processes, reducing stock discrepancies by 25% over one year and ensuring timely replenishment of high-demand titles, contributing to a 10% increase in overall sales.
- Spearheaded the organization and promotion of monthly in-store events, attracting an average of 50 attendees per event and generating a 20% increase in event-related book sales throughout the year.

Certificates

Certified Bookstore Manager (CBM)

Apr 2022

Certified Antiquarian Bookseller (CAB)

Jul 2020

Memberships

American Booksellers Association (ABA)