

Artisha Bisgard

Optical Sales Associate

Profile

Details

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As an Optical Sales Associate with over a year of experience, I consistently demonstrated exceptional customer service and product knowledge, enabling clients to select the perfect eyewear to suit their needs and preferences. I was well-versed in the latest eyewear trends and technologies, and proficient in lensometry, frame adjustments, and dispensing eyewear. My strong communication and interpersonal skills allowed me to establish and maintain positive relationships with clients, co-workers, and management. I also excelled in achieving sales targets, managing inventory, and maintaining a clean and visually appealing sales floor. My experience in the optical industry and commitment to customer satisfaction made me a valuable asset to any optical retail team.

Employment History

Optical Sales Associate at Rx Optical, MI

Jan 2023 - Present

- Increased average sales per customer by 15% in one quarter by upselling and promoting high-quality lens options and coatings, resulting in a revenue boost of \$20,000 for Rx Optical.
- Managed and grew a client base of over 200 regular customers, resulting in a 25% increase in repeat business and contributing to a 10% overall growth in store sales during my tenure.
- Successfully implemented a new inventory management system, reducing backorders by 40% and improving overall customer satisfaction by ensuring timely delivery of prescription eyewear.
- Trained and mentored 5 new team members, improving their sales techniques and product knowledge, which led to a 20% increase in their individual sales targets within the first three months.

Optical Sales Assistant at SVS Vision, MI

Aug 2022 - Nov 2022

- Increased monthly sales by 25% within the first six months, resulting in an additional \$10,000 in revenue for SVS Vision, MI.
 - Achieved a 95% customer satisfaction rating over a one-year period, leading to an increase in repeat business and customer loyalty.
 - Successfully upsold high-index lenses and anti-reflective coatings to 60% of customers, contributing to a 15% increase in overall sales.
 - Streamlined the appointment booking process, reducing average wait times by 30% and improving the overall customer experience.
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Education

Associate of Applied Science in Optical Dispensing at Henry Ford College, Dearborn, MI

Sep 2017 - May 2022

Relevant Coursework: Optics and Lens Design, Ophthalmic Dispensing, Optical Laboratory Techniques, Contact Lens Fitting, Frame Selection and