

Verlean Belhumeur

Sales Associate

Profile

Results-driven Sales Associate with 1 year of experience, demonstrating strong communication and interpersonal skills to build rapport with clients and consistently achieve sales targets. Proficient in product knowledge and identifying customer needs, with a proven ability to provide exceptional customer service and close deals. Adept at upselling, handling customer inquiries, and maintaining a well-organized sales floor. Eager to contribute to the growth and success of the company by leveraging sales expertise and a passion for delivering excellent client experiences.

Employment History

Sales Associate at Nike, OR

Feb 2023 - Present

- Achieved a record sales growth of 35% in 2020, surpassing the store target by 15%, and contributing to Nike Oregon's highest annual revenue to date.
- Secured a high-profile contract with a local sports team, resulting in an additional \$250,000 in annual sales and strengthening Nike's presence in the Oregon athletic community.
- Implemented a new customer relationship management strategy that increased repeat business by 20% and improved overall customer satisfaction ratings by 10%.

Junior Sales Associate at Columbia Sportswear, OR

Sep 2022 - Dec 2022

- Achieved 150% of quarterly sales target by consistently upselling and cross-selling Columbia Sportswear products, resulting in an additional \$75,000 in revenue for the company.
- Successfully onboarded and trained 5 new team members in sales techniques and product knowledge, leading to a 20% increase in overall team sales within their first month of employment.
- Implemented a new customer follow-up system that increased repeat business by 30%, contributing to a 10% overall growth in annual sales for the Columbia Sportswear store.

Education

Associate of Arts in Sales and Marketing at Portland Community College, Portland, OR

Sep 2018 - May 2022

Relevant Coursework: Sales Principles and Strategies, Consumer Behavior, Marketing Analytics, Digital Marketing, Advertising and Promotion, Market Research, Brand Management, and Business Communications.

Certificates

Certified Professional Sales Person (CPSP)

Jul 2021

Details

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Links

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

Skills

CRM proficiency

Cold-calling

Upselling

Negotiation

Lead generation

Product knowledge

Salesforce mastery

Languages

English

Indonesian

Hobbies

Photography

Gardening

Cooking