



Raejean Hobbes

Sales Merchandiser

Sales Merchandiser with 1 year of experience in driving sales and product visibility in retail environments. Adept at building strong relationships with store personnel, implementing creative merchandising strategies, and optimizing product placement. Demonstrated ability to analyze sales data to identify opportunities for growth and improvement. Committed to providing excellent customer service and contributing to a successful sales team.

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123 Elm Street, Omaha, NE 
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Education

Associate of Applied Science in Sales and Merchandising at Southeast Community College, Lincoln, NE

Sep 2018 - May 2022

Relevant Coursework:
Sales Techniques, Retail
Merchandising, Marketing
Principles, Consumer Behavior,
Visual Merchandising,
Inventory Management,
Business Communications, and
Financial Accounting.

Links

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

Skills

Negotiation



Product Knowledge



Visual Merchandising



Inventory Management



Customer Engagement



Data Analysis



Time Management



Employment History

Sales Merchandiser at Crossmark, NE

Apr 2023 - Present

- Increased sales in assigned territory by 35% within a year, resulting in an additional \$500,000 in revenue for Crossmark, NE.
- Exceeded quarterly sales targets by 20% on average, contributing to the company's overall growth and earning recognition as a top-performing Sales Merchandiser.
- Successfully established relationships with 15 new clients within six months, expanding the company's client base and increasing market share in the region.
- Implemented innovative merchandising strategies that led to a 25% increase in product visibility and a 30% increase in customer engagement, driving higher sales numbers and improved client satisfaction.

Associate Sales Merchandiser at Advantage Solutions, NE

Jul 2022 - Feb 2023

- Achieved a 25% increase in sales revenue for key product lines within six months through effective merchandising strategies and strong relationships with store managers.
- Successfully expanded product distribution by securing placements in 15 new retail locations, resulting in a 10% increase in overall market coverage for the territory.
- Reduced out-of-stock instances by 30% within one year by implementing an efficient inventory management system, ensuring consistent product availability and customer satisfaction.
- Led and trained a team of four merchandisers, improving their productivity by 20% and contributing to a 15% increase in overall sales performance for the region.

Certificates

Certified Professional Sales Person (CPSP)

Dec 2021

Certified Retail Merchandiser (CRM)

Aug 2020

Memberships