


# Kashira Sudyka

## Retail Sales Associate

As a Retail Sales Associate with over a year of experience in the fast-paced retail environment, I have developed a solid foundation in providing exceptional customer service, building rapport with diverse clientele, and driving sales through effective merchandising and product knowledge. My strong communication skills, combined with my ability to adapt to various situations, allowed me to excel in sales and contribute to the overall success of my team. Having honed my expertise in inventory management, cashiering, and store maintenance, I have consistently maintained a clean and organized store, ensuring an enjoyable shopping experience for customers. Throughout my tenure, I have demonstrated a continuous commitment to improving my skills and enhancing the customer experience, making me a valuable asset to any retail team.

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### Education

#### High School Diploma in Retail Sales and Customer Service at Kamehameha High School, Honolulu, HI

Sep 2017 - May 2022

Relevant Coursework:

Customer Service Principles, Retail Sales Techniques, Communication Skills, Marketing Strategies, Inventory Management, and Point of Sale Systems.

### Links

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

### Skills

Customer service



Communication skills



Product knowledge



Sales techniques



Time management



Problem-solving abilities



Cash handling and POS system proficiency

### Employment History

#### Retail Sales Associate at Macy's, HI

Dec 2022 - Present

- Increased personal sales by 35% within the first year, resulting in over \$200,000 in revenue for Macy's Hawaii location.
- Developed and implemented a new upselling strategy that led to a 20% increase in accessory sales in the department, boosting overall profits by \$50,000.
- Consistently exceeded monthly sales targets by an average of 15%, earning recognition as the top-performing Retail Sales Associate for three consecutive quarters.
- Played a key role in organizing and executing a successful holiday sales event, which generated a 25% increase in store foot traffic and contributed to a record-breaking \$500,000 in sales for the month of December.

#### Sales Associate at Walmart, HI

Sep 2022 - Oct 2022

- Successfully exceeded sales targets by 20% in Q4 2020, contributing to a total revenue increase of \$1.5 million for the Walmart store in Hawaii.
- Implemented a customer service initiative that increased customer satisfaction ratings by 15% in 2020, resulting in a higher rate of repeat customers and positive reviews.
- Assisted in training and onboarding 10 new Sales Associates, leading to a 25% increase in overall team productivity and efficiency in 2019.
- Recognized as Sales Associate of the Month three times in 2020 for consistently high performance, excellent customer service skills, and dedication to achieving store goals.

### Certificates

#### Certified Retail Sales Associate (CRSA)

Apr 2021

#### National Retail Federation Customer Service and Sales Certification

May 2019

### Memberships