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Sophia Harris

CONTACT



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LinkedIn | Portfolio



New York, NY 10001

EDUCATION

- **Associate Degree in Marketing**
Fashion Institute of Technology |
May 2014

KEY SKILLS

- Client relationship management
- Luxury product knowledge
- Merchandising and displays
- Personalized shopping experiences
- Sales analytics

ABOUT ME

Luxury retail sales representative with over nine years of experience in high-end fashion and accessories. Skilled in building relationships with affluent clientele, managing large transactions, and achieving consistent revenue growth. Proven ability to create a personalized shopping experience that fosters loyalty and repeat business.

PROFESSIONAL EXPERIENCE

LUXURY SALES REPRESENTATIVE | ELEGANCE BOUTIQUE, NEW YORK, NY

JANUARY 2018 - PRESENT

- Exceeded monthly sales targets by 30%, generating \$1.5 million in annual revenue
- Built long-term relationships with VIP clients, achieving a 95% customer retention rate
- Designed personalized shopping experiences, resulting in a 20% increase in repeat transactions

SALES ASSOCIATE | GLAMOUR ACCESSORIES, MANHATTAN, NY

MARCH 2015 - DECEMBER 2017

- Assisted clients with selecting high-end accessories, boosting average transaction size by 25%
- Organized promotional events, driving foot traffic and a 15% increase in sales
- Collaborated with visual merchandising teams to create impactful displays