

Lena Thompson

Furniture sales representative with nine years of experience in retail environments. Adept at identifying client needs, suggesting design solutions, and exceeding sales targets. Known for building long-term client relationships and driving revenue growth.

LT

CONTACT



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LinkedIn | Portfolio



Chicago, IL 60601

EDUCATION

- ASSOCIATE DEGREE IN INTERIOR DESIGN | CHICAGO COMMUNITY COLLEGE | MAY 2014

KEY SKILLS

- CRM
- Interior design consultation
- Inventory management
- Merchandising and visual displays
- Sales tracking

PROFESSIONAL EXPERIENCE

FURNITURE SALES REPRESENTATIVE | HOMESTYLE INTERIORS, CHICAGO, IL | JANUARY 2018 - PRESENT

- Increased average transaction size by 30% through personalized product recommendations and design consultations
- Organized showroom layouts, boosting customer engagement and driving a 20% increase in sales
- Train and mentor new team members, improving overall store performance

SALES ASSOCIATE | LUXURY LIVING CO., EVANSTON, IL | MARCH 2015 - DECEMBER 2017

- Exceeded sales targets by 25% through effective client engagement and upselling techniques
- Conducted product demonstrations and consultations, enhancing customer satisfaction scores by 15%
- Managed inventory to ensure the availability of best-selling items, reducing stock shortages by 10%