

## **Jennifer M. Bates**

3452 Swift Street  
Edgerton, WI 53534  
805-555-2827 805-555-3039

### **PROFESSIONAL OBJECTIVE:**

Obtain a sales management position in a retail store.

### **PROFESSIONAL PROFILE:**

Self- motivated professional with a proven performance record in progressively responsible positions. Excellent product knowledge, and successful in generating new business and increasing sales.

### **QUALIFICATIONS:**

- PURCHASING/SALES/RETAIL
  - Sold women's clothing and accessories in specialty store.
  - Provided direction and assistance to customers.
  - Advised customers on current fashions and coordinating accessories.
  - Excellent record of accomplishment of meeting monthly quotas.
  
- MANAGEMENT
  - Planned and prepared work schedules, assigning employees to specific tasks.
  - Formulated pricing policies on merchandise according to requirements for profitability of store operations.
  - Coordinated sales promotion activities.

### **EDUCATION:**

Education Technical College Petersburg, PA  
Associate Degree in **Marketing** 1997  
Grade Point Average 3.5

Student Activities: President of Louis Porter Club, Secretary-Student Government

### **SPECIALTY TRAINING:**

Business and sales seminars through Educational Corporation  
Market Watch seminars

### **AFFILIATIONS:**

Marketing and Sales Association of America

**REFERENCES:** Available upon request