

## FRAGRANCE SALES ASSOCIATE

# Melvin Foucault



### PROFESSIONAL SUMMARY

Experienced Fragrance Sales Associate with a passion for luxury perfumes and exceptional customer service. Proven track record of driving sales through product knowledge and personalized recommendations. Seeking to leverage skills in fragrance sales and customer relations in Montana.

### EXPERIENCE

#### **Fragrance Sales Associate**, Scent Sensation Boutique, Helena, MT

2022 - Now

- Advise customers on fragrance selections based on preferences and occasions, consistently achieving monthly sales targets.
- Provide personalized fragrance consultations, resulting in a 90% customer satisfaction rate and increased repeat business.
- Maintain product knowledge of new launches and industry trends to offer informed recommendations to customers.
- Ensure high standards of store presentation and merchandising to enhance the shopping experience.

### EDUCATION

#### **Helena College University of Montana**

2023 - Now

Associate's Degree in Media Arts

#### **Givaudan Perfumery School**, Paris, France

2021 - 2022

**Courses:** Introduction to Perfumery, Fragrance Families and Notes, Fragrance Development and Marketing

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📍 Helena, MT

### SKILLS

Fragrance Families and Notes

Fragrance Consultations

Store Presentation

Customer Service

Product Knowledge

Sales Techniques

Relationship Building

Negotiation

### LANGUAGES

French (fluent)

Italian (conversational)