

# Samantha Rogers

## Furniture Sales Manager

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 Chicago, IL

### Professional summary

Results-driven Furniture Sales Manager with retail experience, including leadership roles. Adept at driving team performance, achieving revenue goals, and fostering excellent customer experiences. Skilled in inventory management, training, and sales analytics to optimize business operations.

### Experience

Furniture Sales Manager 2019 - Now

#### Urban Living Furnishings, Chicago, IL

- Direct a team of 12 sales associates, increasing store revenue by 25% year over year.
- Implement staff training programs that improved sales performance by 18%.
- Oversee inventory management, reducing stock discrepancies by 10%.
- Develop and execute seasonal marketing campaigns that drove foot traffic by 30%.
- Collaborate with suppliers to negotiate favorable pricing and expand product range.

Senior Sales Associate 2015 - 2019

#### Metro Furniture Co., Chicago, IL

- Exceeded personal sales targets by an average of 35% monthly.
- Assisted management in hiring and onboarding new team members.
- Introduced upselling strategies that increased average ticket size by 15%.
- Provided input for new product launches and promotional events.

### Education

#### Bachelor's Degree in Business Administration of University of Illinois, Chicago, IL

Graduated: 2014

### Skills

Leadership and team management

**Expert**

Sales forecasting and analytics

**Expert**

Inventory control

**Expert**

Customer relationship management (CRM)

**Expert**

Strategic marketing for retail

**Expert**

Budget management

**Expert**

Conflict resolution

**Expert**

Market trend analysis

**Expert**

Staff development and coaching

**Expert**

Multi-channel sales coordination

**Expert**

### Awards

 Best Regional Sales Manager 2022 –  
Urban Living Furnishings

 Employee of the Year 2018 – Metro  
Furniture Co.