

Samantha Rogers

Furniture Sales Manager

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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.