

# DERRICK L. HOWARD



## SALES ASSOCIATE

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A results-driven and customer-focused professional with over 10 years of experience in sales. Possessing a proven ability to identify customer needs, deliver exceptional service and build strong relationships. Demonstrated success in achieving sales targets and consistently surpassing customer expectations. Excellent communication, negotiation, and problem-solving skills.

### EXPERIENCE

February 2013 - Now

Senior Sales Associate

Major Retail / United States, Bangs

- Pioneer sales strategies that resulted in a consistent 20% increase in monthly revenue over the past five years in the vibrant Texas market.
- Cultivate and nurtured client relationships, contributing to a 30% growth in repeat business and customer loyalty within the diverse Texas community.
- Mentore junior sales team members in the unique dynamics of the Texas market, resulting in a 15% improvement in overall team performance.

July 2010 - January 2013

Sales Associate

Mike's Electronics / United States, Bangs

- Conducted market research specific to the Texas market, staying abreast of local trends and providing valuable insights for product selection and sales tactics.
- Maintained a clean and organized sales floor, creating an inviting shopping environment that resonated with the Texan lifestyle.
- Actively participated in team meetings, contributing ideas to improve overall sales performance in the unique Texan retail landscape.

### EDUCATION

June 2007 - May 2010

Bachelor of Business  
Administration in  
Marketing

University of Texas / United States, Austin

### SKILLS

Customer Service

Expert

Sales Techniques

Expert

Inventory management

Expert

Market Analysis

Expert

Merchandising

Expert

### LANGUAGES

German

French