

Jawed Khushzad

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HEAD SALES

Experienced salesperson with customer service-oriented background. Cashier with proven capacities
Sales transactions, point of sale operations, and motivated team selling.

Main skills include:

- Financial Transactions / Credit Sales
- Up-sale Strategies
- Product Knowledge
- Team Supervision & Training
- Customer Knowledge
- Conflict Resolution

PROFESSIONAL EXPERIENCE

FRY'S ELECTRONIC, Fremont, CA

Computer Sales Associate (Feb. 2018 – July 2019)

Performed all sales on the floor in the compute department. Generate quotes and upsold customers. Offered customers different financial opportunities such as Progressive Leasing and store credit card. Closed and finalized sales, provided customers with quotes to take up to the front checkout. Walked customer, with product and quote up to the front register. Offered protection policy for customer to purchase.

- Gained product knowledge and educated customers to maximize their knowledge based on their desires.
- Upsale customers by offering store credit card.
- Offered various financial strategies to make a purchase with.

LANDMARK EVENT STAFF, Santa Clara, CA

EVENT STAFF (June 2019 - Current)

Assisted customers into gates, confiscated forbidden items, scanned them for metal or forbidden items and scanned tickets.

STANFORD BOOKSTORE, Stanford, CA

Textbook Sales Associate (August 2017 – September 2018)

Concurrent work while attending CSUEB, had previous textbooks sales experience from selling attentively Online via eBay and Amazon. Provided customer service to students of popular textbooks & course material required and recommended. Greeted students, providing recommendations, and generated orders; helping to maintain sales flowing

- Trained new sales people in transaction to customer service positions.
- Gain acknowledgement for being one of top sales people with in the organization.

EDUCATION & CREDENTIALS

Bachelors of Science in Business Administration 2018

California State University East Bay, Hayward, CA

Technical Proficiencies: Microsoft Office, Adobe, QuickBooks, POS systems and Microsoft.