

# Connie S. Jones

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*Talented, motivated sales and marketing professional with extensive sales and management expertise.*

## **SUMMARY OF QUALIFICATIONS**

Fifteen years of consistently successful sales experience, demonstrated by increased sales volume throughout career. Extensive experience and proven ability in all aspects of sales. Confident, friendly personality with demonstrated knack for generating trust and rapport with customers. Organized, efficient and detailed with strong time management and problem solving abilities. Accomplished in developing and implementing strategic sales and marketing plans.

## **PROFESSIONAL EXPERIENCE**

### **City Lighting, Anytown, OH**

11/88 to present

#### **Lighting Consultant**

- Achieved highest volume for showroom sales every year of employment.
- Developed and maintained loyal base of home builder and electrical contractor accounts.
- Participated in lighting plan development, and provided lights and decorating advice, for one or more homes in the BIA Parade of Homes every year since 1989.
- Prepared and implemented marketing plan focusing on interior designers and decorators in past two years, resulting in substantial increase in business for this market segment.
- Accomplished in blueprint reading, evaluating lighting needs and the resulting recommendations for lighting types, locations and wattages.
- Maintained consistent new product and industry training.
- Provided training on fixtures, new products, and customer service to inside and outside sales personnel.
- Attended wholesale lighting market at the Dallas Market Center in 2001 and 2003.
- Supervised and managed showroom sales personnel when requested.

## **OTHER SKILLS**

- Developed exceptional customer service experience through retail and food industry positions.
- Provided decorating and merchandising expertise to showroom sales floors and home décor.
- Purchased decorative lighting and accent pieces to support seasonal and home displays.

## **EDUCATION**

Tri-County Vocational School, Anytown, ST  
Secretarial and business courses, 1985

Alexander High School, Anytown, ST  
Graduate in general studies