

Robert Crawford

[robertcrawford123@hotmail.com](mailto:robertcrawford123@hotmail.com) Current address: Lyons, Colorado 80540 Cell: (714)743-1908

## **STRENGTHS**

Experienced with Cold Calling	Manages Performance	Mentors Sales Associates
Manages Sales Goals	Marketing	Goal Oriented
Accomplished in Sales Goals	Exceed Performance Goals	Strong Learner
Attained Customer Service Goals	Business Ethical	Critical Thinker
Accelerated in Solicitation of Sales	Public Speaking	Project Management
Exceeds in Solicitation of Credit	Conflict Management	Consumer Behavior
Strategic Management	Strategically Successful Internet Sales and Marketing	
Change Management	Sales Oriented	Punctual
Microsoft Office 2007	Mentor	Trainer

## **EDUCATION**

Westwood College, North Denver Colorado

BS in Business Administration Graduated: May, 2010 GPA 3.8/4.0

## **EXPERIENCE**

Customer Service Area Supervisor 2009 – 2011

Kohl's Longmont, CO

- Hiring, training, mentoring, and managing performance. Preparing and delivering development and action plans. Responsible for employee retention goals. Credit solicitation training. Preparing strategic game plans. Monitoring and mentoring all floor associates to improve results. Promoting marketing goals. Preparing all point of sale and customer service schedules week by week.

. POS Specialist 2008 – 2009

Kohl's Longmont

- Training associates in solicitation of credit. Leading store credit solicitation 2007 – 2009. Effectively leading associates to attaining sales and credit goals.

Home Department Associate 2007 – 2008

Kohl's Longmont

- Completing merchandise recovery. Exceeding in sales. Responds to all questions and request from customers. Maintains fitting rooms, sales floor, and working areas. Work with incoming truck freight and replenishing on the sales floor.

## **AWARDS**

Deans List 2008 – 2010

Westwood College

Loss Prevention Award 2009 – 2011

Kohl's Longmont, CO

Employee of the Month May 2008, April 2009, March 2010, & March 2011

Kohl's Longmont, CO