

# Hi, I'm Hazel Kaudle Kaule.



## Professional Summary

Tenacious Sales Associate with 2 years of related experience and drive to complete even most challenging sales engagements. History of exceeding sales quotas with determination and well-coordinated approach to managing customer objections.

Dependable Sales industry worker equipped for fast-paced work and changing daily needs. Serves customers effectively with attention to detail and hardworking approach. Seeks out opportunities to go beyond basics, improve processes, and increase customer satisfaction.

## Experience

### TELEMARKETING SALES REPRESENTATIVE *Feb 2019 - Jan 2020* *Shapard Research, Oklahoma City, OK*

- Resolved customer concerns and issues with effective communication and critical thinking.
- Handled all prospects with courtesy and professionalism to establish and maintain high-level satisfaction.
- Monitored personal performance to achieve established benchmarks for outbound calls, follow-up calls, and generated quotes.
- Used persuasive communication skills to market products and services.
- Communicated with customers by making cold calls to book new business.

### SALES ASSOCIATE *Feb 2017 - Dec 2017* *Cracker Barrel, Oklahoma City, OK*

- Promoted safety initiatives to increase awareness and maintain risk-free environment.
- Watched store shelves and aisles for upkeep needs, including organizing products and cleaning up spills.
- Processed returns and exchanges in line with store policies.
- Monitored customers for signs of fraud and theft to prevent store losses.
- Unboxed and restocked merchandise into attractive displays.
- Supported company mission and positive store culture through honesty, integrity, and high-quality customer experiences.
- Welcomed guests and offered quick assistance to handle diverse needs.
- Assisted with store recovery to maintain clean and organized sales floor throughout shift.
- Restocked front lanes and displays, following established

## Contact

📞 4057607580

✉️ hazelwauqua38@outlook.com

📍 1213 S.W. 46th St., Oklahoma City, OK 73109

## Skills

- Product promotion
- Product sales
- Relationship building
- Customer engagement
- Negotiation
- Sales techniques
- Customer issue resolution
- Sales support

merchandising procedures and standards.

- Maintained knowledge of current and future promotions to provide accurate service and inform customer purchasing decisions.
- Used POS system to scan customer purchases, calculate prices, and process transactions.
- Interacted professionally with customers, informing individuals of sales promotions and driving product interest.
- Arranged attractive and creative displays to catch the eye of incoming customers and encourage sales.

## Education

### ○ ASSOCIATE OF ARTS - HOTEL/RESTAURANT MANAGEMENT

Caddo-Kiowa Vocational Technology School, *Fort Cobb, OK*

- Minor in Hospitality, Hotel & Restaurant Management.