

# Courvorsier Adams

**Advantageous and result-driven Sales Representative with 1 year of experience in attracting new leads and supporting current accounts. Adopting proven methods to nurture client relationships and reach target goals.**

Garland, TX 75044

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4698394229

Highly motivated, able to consistently achieve sales objectives through effective account management and commitment to customer satisfaction. I develop positive rapport with people at all levels of responsibility and overcome objections and close sales. Persuasive in negotiating contracts and diplomatic in communicating with customers to build long-term, productive relationships.

Authorized to work in the US for any employer

## Work Experience

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### **Cashier/Sales Associate**

Forever 21 - Dallas, TX

August 2020 to December 2020

Cashier/Sales Associate

### **Overnight Stocker**

CVS Health - Tyler, TX

October 2018 to November 2019

Front Store Cashier, Front-Facing & Restock The Store. We Have Truck Every Week Where We Get Our Merchandise Off The Truck And Put Them In The Store Room And Use As Needed.

### **Production Worker**

Sanderson Farms, Inc. - Tyler, TX

June 2019 to October 2019

- Pre-Pricing Packaging
- Handling Of Frozen Packed Poultry
- Production Line

### **Sales Representative**

Altice USA - Tyler, TX

April 2017 to October 2018

- Identified sales opportunities and acted on leads
- Explained and negotiated service agreements and sales agreements
- Confirmed emails, phone numbers, contact information, and Payment Arrangements
- Provided outstanding customer service

### **Cashier/Customer Service**

SOUTHERN CLASSIC CHICKEN

March 2016 to May 2017

## Education

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### **High school or equivalent**

Robert E Lee High School

## Skills

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- Customer Service (4 years)
- Retail Sales
- Healthcare (2 years)
- Warehouse Experience (2 years)
- Food Preparation Experience (4 years)
- Food Handling (4 years)
- Cash Handling (3 years)
- Sales Experience (2 years)
- Food Safety
- Cleaning Experience
- Food Service
- POS
- Merchandising
- Call Center (1 year)
- Pricing
- Customer service

## Certifications and Licenses

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### **Driver's License**

## Assessments

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### **Sales skills — Proficient**

November 2020

Influencing and negotiating with customers

Full results: [Proficient](#)

### **Customer service — Highly Proficient**

December 2020

Identifying and resolving common customer issues

Full results: [Highly Proficient](#)

### **Customer focus & orientation — Highly Proficient**

March 2020

Responding to customer situations with sensitivity

Full results: [Highly Proficient](#)

### **Management & leadership skills: Planning & execution — Proficient**

August 2020

Planning and managing resources to accomplish organizational goals

Full results: [Proficient](#)

### **Retail Customer Service — Highly Proficient**

March 2020

Comprehending and responding to retail customer needs.

Full results: [Highly Proficient](#)

### **Call center customer service — Proficient**

December 2020

Applying customer service skills in a call center setting

Full results: [Proficient](#)

### **Work style: Reliability — Familiar**

January 2021

Tendency to be dependable and come to work

Full results: [Familiar](#)

### **Attention to detail — Proficient**

January 2021

Identifying differences in materials, following instructions, and detecting details among distracting information.

Full results: [Proficient](#)

### **Retail skills: Shelf stocking — Highly Proficient**

October 2018

Measures a candidate's ability to monitor and track inventory levels of merchandise on store shelves to maintain supply.

Full results: [Highly Proficient](#)

### **Data entry: Attention to detail — Completed**

April 2020

Maintaining data integrity by detecting errors

Full results: [Completed](#)

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.