

Earl Judson

Student

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To gain employment with an established company/ business that offers opportunities for future growth and advancement.

Willing to relocate: Anywhere

Authorized to work in the US for any employer

Work Experience

Sales Associate

Ashley Furniture HomeStore - Fayetteville, GA

April 2021 to Present

Sales Associate

Rooms To Go - Savannah, GA

December 2019 to April 2021

- You Greet and engage customers

Uncover customer's home furnishing needs to help them make their design vision become a reality

Generate sales through a consultative approach

Build rapport with customers, thru strong interpersonal skills and excellent listening skills.

Encourage additional products to complete the room

Work as a team to achieve sales goals

Explain financing and protection plans

Sales Representative

Spectrum - Savannah, GA

December 2018 to December 2019

Manage large amounts of inbound and outbound calls in a timely manner

Follow communication "scripts" when handling different topics

Identify customers' needs, clarify information, research every issue and provide solutions and/or alternatives

Build sustainable relationships and engage customers by taking the extra mile

Keep records of all conversations in our call center database in a comprehensible way

Unifirst Route Sales

UniFirst - Savannah, GA

May 2018 to December 2018

Represent organization in the field

Sold and delivered products for the organization.

Use company delivery vehicles to deliver and sell products to clients, and ensured all customers (and prospective customers) have a high-quality customer service experience.

Sales Associate

Tru Green - Richmond Hill, GA
November 2017 to April 2018

Responsible for selling products that work best for customers
Responsible for making and keeping appointments.
Responsible for reminding clients to meet/
Travel to meet with customers at home

Education

Bachelors in Biology

Savannah State University- Di - Savannah, GA
2012 to 2014

High School Diploma in None

Riverdale High School - Riverdale, GA
2008 to 2012

Skills

- Customer Service
- Cold Calling
- Sales

Certifications and Licenses

Pharmacy Technician

November 2016 to June 2017

Assessments

Sales: Influence & Negotiation — Proficient

November 2019

Persuading reluctant customers to buy products or services, and influencing and negotiating with customers to meet sales goals.

Full results: [Proficient](#)

Filing & organization — Proficient

September 2018

Measures a candidate's ability to arrange and manage files or records using a set of rules.

Full results: [Proficient](#)

Scheduling — Proficient

September 2018

Measures a candidate's ability to cross-reference agendas and itineraries to avoid conflicts when creating schedules.

Full results: [Proficient](#)

Composing & sorting email — Proficient

August 2019

Measures a candidate's ability to effectively compose and organize email messages.

Full results: [Proficient](#)

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