

# FREDERICK CORDERO

## SUMMARY

Dedicated Sales Associate offering 2 years of success in fostering quality shopping experiences through expert needs assessment and extensive product knowledge. Proven history of exceeding sales targets and meeting customer needs with effective product solutions. Skilled in training and mentoring new associates on customer service and sales best practices. Talented independent contractor with background analyzing competitors, synthesizing business intelligence and evaluating trends to enhance business results. Forward-thinking and enterprising when meeting expected demands with real-time data and strategic recommendations. Natural leader with resourceful and systematic approach. Experienced in handling high-volume customer needs, quickly assessing each customer and offering on-trend recommendations. Skilled at cutting hair and recommending optimal products to drive revenue. Diligent about keeping records accurate and schedules organized.

## EXPERIENCE

### Sales Associate

*Saks OFF 5TH | Miami, FL | May 2021 - Current*

- Maintained knowledge of current promotions, exchange guidelines, payment policies and security practices.
- Processed orders through company system and coordinated product deliveries.
- Recorded and resolved daily transactions to promote revenue generation and customer satisfaction.
- Arranged new merchandise with signage and appealing displays to encourage customer sales and move overstock items.
- Met merchandise processing standards and maintained organized and accessible work area.

### Independent Contractor

*Primerica | Miami, FL | March 2021 - Current*

- Reviewed customer requests, resolved questions and defined specifications before completing orders.
- Identified and analyzed business strategy implications for growing companies to increase longevity.
- Worked well with architects, clients and fellow contractors to achieve project visions.
- Kept client satisfaction high by consulting closely at all stages and incorporating important feedback.

### Professional Makeup Artist

*barbies lab llc | Miami, FL | April 2020 - Current*

- Applied makeup to clientele to cover imperfections and create new looks.
- Suggested personalized skin care routines for clients, keeping skin type and skin conditions in mind.
- Ordered makeup materials and equipment from suppliers when inventory was running low.
- Examined hair texture and condition to determine appropriate treatment.

## CONTACT

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✉ f.cordero02@gmail.com

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## SKILLS

- Makeup and skincare
- Cash handling accuracy
- Excellent communication skills
- Cash register operation
- Beauty transformations
- Customer consulting
- Quoting and estimating
- Fluent in Spanish
- Product merchandising and distribution
- On-site product demonstrations


## EDUCATION AND TRAINING

### High School Diploma

Pan American International High School, Elmhurst, NY  
August 2015

## CERTIFICATIONS

- Cosmetology, Empire Beauty School - [2020]

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- Recommended styles and treatments based on clients' needs and appearances.
  - Designed contemporary new styles for people of all ages.
  - Responded to customer inquiries by phone, email and in person.

**Sales Representative**

*Sprint | Queens, NY | February 2018 - November 2019*

- Fostered relationships with customers to expand customer base and retain business.
- Identified customer needs to deliver relevant product solutions and promotions and meet target budgets.
- Prepared and processed contracts and order forms for new and existing customers.
- Created and implemented store displays, promoting sales and growth.
- Monitored customer order process and addressed customer issues.