

[FULL NAME]

Fragrance Consultant

[Street Address], [City, State, Zip Code] | [Phone Number] | [Email Address] | [LinkedIn Profile URL or Portfolio Link]

Results-oriented and passionate Fragrance Consultant with over 4 years of experience in luxury retail. Proven ability to build strong customer relationships, provide expert product recommendations, and consistently exceed sales targets. Skilled in visual merchandising, inventory management, and creating a memorable shopping experience.

EXPERIENCE

2019 – Present

Fragrance Consultant | Luxury Perfumes | Riyadh, SA

- Achieved monthly sales targets, consistently ranking in the top 10% of the sales team.
- Provided personalized fragrance consultations to diverse clientele, resulting in a 25% increase in customer loyalty.
- Managed and organized product displays, ensuring visual appeal and accurate product placement in line with brand standards.

2017 – 2019

Sales Associate | Beauty Galleria | Jeddah, SA

- Assisted customers with product selection and handled point-of-sale transactions with high efficiency.
- Maintained up-to-date knowledge of product features, scent notes, and brand stories.
- Supported inventory management tasks, including stock replenishment and cycle counting.

EDUCATION

May 2018

Diploma in Sales and Marketing | Institute of Retail Excellence | Jeddah, SA

Relevant coursework: Customer Psychology, Retail Management, Marketing Principles

SKILLS

- **Sales & Customer Service:** Consultative Selling, Up-selling & Cross-selling, Customer Relationship Management (CRM)
- **Product Knowledge:** Fragrance Families, Scent Notes, Luxury Goods, Skincare & Cosmetics
- **Operational:** Inventory Management, Visual Merchandising, POS Systems, Cash Handling
- **Languages:** Arabic (Native) & English (Fluent)