

Niko Owen

Wireless Retail Sales Associate

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 Naperville, IL 60563

STRENGTHS

-  **Customer-Centric Focus**
Actively listen, addressing customer needs deeply fosters lasting relationships.
-  **Proven Sales Expertise**
Constantly achieve above-target sales numbers through strategic approach and relentless drive.
-  **Team Collaboration Advocate**
Foster teamwork resulting in improved morale and shared sales successes among peers.
-  **Adaptability**
Flexible approach enables quick adjustment to dynamic market conditions, simplifying challenges.
-  **Communication Skills**
Engaging dialogue ensures clarity with customers, colleagues, and stakeholders alike.

SKILLS

- Customer Service
- Retail Sales
- Wireless Technology
- Communication
- Trend Analysis
- Team Collaboration
- Problem Solving
- Inventory Management
- Sales Strategy
- Relationship Management
- Product Knowledge
- Sales Targets
- Store Operations
- Market Awareness
- Feedback Implementation
- Merchandising

SUMMARY

Energetic sales professional with over 2 years in retail and customer service, specializing in wireless technology solutions. Proven track record includes delivering exceptional experiences and surpassing sales targets through relationship-building. At TechConnect Solutions, orchestrated personalized wireless solutions for over 100 customers weekly, notably increasing satisfaction ratings by 25%. Championed sales techniques and participated in staff training to ensure a knowledgeable team ready to assist customers effectively. Passionate about continuous learning and growth within the ever-evolving tech landscape, eager to contribute positively at TechWave Innovations.

EXPERIENCE

Mobile Sales Associate

TechConnect Solutions  June 2025 - Present  Schaumburg, IL

Enhanced customer engagement as a Mobile Sales Associate, managing sales operations while embracing wireless technology trends. Engaged substantial clientele base consistently achieving significant sales metrics and improving retention rates.

- Delivered personalized wireless solutions to over 100 customers weekly, fostering loyalty and boosting customer satisfaction ratings.
- Processed activations and upgrades for mobile devices, helping meet monthly sales objectives beyond \$50,000.
- Managed inventory and merchandising, creating an organized shopping environment that elevated customer experience.
- Collaborated with teammates on effective sales strategies, ensuring collective achievement of store-wide goals.
- Developed a feedback system enhancing service quality, ultimately increasing return visits by 30%.
- Trained new employees on product knowledge and sales techniques, driving empowerment within the team.

Sales Associate

GadgetHub Retailers  March 2024 - May 2025  Elmhurst, IL

Served as a Sales Associate focusing on customer interaction and sales strategy execution to optimize performance. This role emphasized proactive communication and operational efficiency.

- Assisted in tailored selections of devices and plans leading to a personal sales achievement of 120% of target.
- Strategically engaged customers through proactive dialogue enriching their shopping experience and bolstering store ratings.
- Executed promotional campaigns which led to impressive sales increases during peak seasons.
- Maintained contemporary knowledge of market trends enabling informed recommendations.
- Optimized store operations including cash handling and procedures, ensuring daily activities ran smoothly.
- Participated in community programs promoting brand awareness and building customer connections.

LEADERSHIP & AWARDS

- Outstanding Customer Service Award, TechConnect Solutions, 2025
- Sales Excellence Recognition, GadgetHub Retailers, 2024

EDUCATION

Bachelor of Arts in Business Administration

University of Illinois  GPA: 3.75  2026  Champaign, IL

Coursework: Marketing, Management, Sales Strategies, Financial Analysis

LANGUAGES

English Native

Spanish Intermediate

MY CAREER



- Mobile Sales Associate at TechConnect Solutions (1.2 Years)
- Sales Associate at GadgetHub Retailers (1.2 Years)

CERTIFICATIONS

- Certified Sales Professional (CSP) 📅 2025
- Retail Sales Mastery Certificate 📅 2026

TECHNICAL SKILLS

- **Point Of Sale Systems:** Square, Clover, Shopify
- **Communication Tools:** Slack, Microsoft Teams, Zoom
- **Customer Relationship Management:** Salesforce, HubSpot, Zoho CRM
- **Retail Management Software:** Lightspeed, Leaf, Vend
- **Market Research:** Google Analytics, SurveyMonkey, Qualtrics
- **Mobile Technologies:** iPhone, Android, Windows Phone
- **Sales Training Programs:** Dale Carnegie, Miller Heiman, Sandler Training
- **Inventory Management:** Fishbowl, TradeGecko, Unleashed
- **Promotional Campaigns:** Email Marketing, In-Store Promotions, Social Media Ads
- **Time Management Tools:** Trello, Asana, Notion

PROFESSIONAL AFFILIATIONS

- Member of National Retail Federation
- Volunteer, Local Food Bank and Shelter

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST