

Jared Lawson

Counter Sales Associate

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SUMMARY

Counter Sales Associate with 2 years at a plumbing and HVAC supply house, serving contractors who need the right fitting fast. Builds product knowledge across 8,000 items, prepares price quotes in the ERP system and Excel, and brings strong customer service and problem-solving skills to every counter rush.

EXPERIENCE

Counter Sales Associate

06/2024 - Present

Treasure Valley Plumbing Supply

Boise, ID

Counter sales at a branch serving 400 plumbing and HVAC contractors.

- Handle 70 contractor orders a day at the counter and by phone, from water heaters to PEX fittings.
- Build price quotes in the ERP system and Excel for 15 jobs a week, converting about 60% to sales.
- Expedite special orders from 10 vendors and update contractors on arrival dates.
- Grow add-on sales of tools and supplies, raising the average counter ticket from \$210 to \$245.

Warehouse Associate

03/2023 - 05/2024

Treasure Valley Plumbing Supply

Boise, ID

Branch warehouse and will-call staff.

- Picked and staged 90 will-call orders a day for early contractor pickup.
- Received 25 vendor shipments a week and checked them against purchase orders.
- Learned 3,000 part numbers for pipe, valves and fittings.
- Operated a forklift to load pallets onto contractor trucks.

Cashier

06/2021 - 02/2023

Bench Hardware & Garden

Boise, ID

Part-time job during high school.

- Checked out 80 customers a shift and answered product questions.
- Mixed 30 gallons of paint a week to customer color codes.
- Counted the drawer at close with no shortages in 18 months.

SKILLS

- | | | |
|---------------------|-------------------|--------------------------|
| • Customer Service | • Excel | • Problem-Solving Skills |
| • Product Knowledge | • Special Orders | • Multitask |
| • Price Quotes | • Purchase Orders | |
| • ERP System | • Forklift | |

EDUCATION

High School Diploma

05/2022

Borah High School

Boise, ID