

**Chapter 16, Using Math in Sales
Career Chatroom Career Profile**

**Elaine Kleinman
Clothing Boutique Manager**

Q What do you do at work?

A I manage a small boutique-style store that features clothing, accessories, and jewelry for women. Part of my job is to help the storeowner select what products our customers might want to purchase. I also keep track of our inventory—what we have or might need. For instance, if we are running low on a popular item, I let the owner know so she can see if we can get more of that item in stock. On a day-to-day basis, I help customers who are shopping in the store to select what they want and assist them with the payment process. Occasionally, I assist in making decisions about what to display in our storefront and when to put an item on the “sale” rack.

Q What was your first job in marketing?

A My first job was as a hostess in a restaurant. My job was to welcome customers, help them find a table, and tell them about our menu. I guess the marketing aspect came into play when I was explained the daily specials and tried to make them sound appealing. That in turn would help make the sale.

Q What skills are most important to you?

A Being personable and accessible are two important skills to have when you work in a store. But also you have to have math skills to deal with the in-store purchase transactions, keeping track of daily sales and inventory, and being aware of merchandise costs and pricing.

Q What is your key to success?

A Enjoy your surroundings and be nice to others. Remember your “pleases and thank yous.”