

# Robert Smith

## Auto Sales Associate

### PERSONAL STATEMENT

Seeking an Auto Sales Associate position, responsible for building relationships & assisting them in selecting a vehicle by asking questions and listening carefully to their responses.

### WORK EXPERIENCE

#### **Auto Sales Associate**

**BATES NISSAN - March 2014 - 2020**

##### *Responsibilities:*

- Understood automobiles by studying characteristics, capabilities, and features.
- Determined the needs of the customer by listening, asking questions, and by maintaining rapport with previous customers; responding to inquiries.
- Recommended sales campaigns and promotions.
- Maintained an owner follow-up system that encourages repeat business and referrals.
- Qualified buyers by understanding buyers requirements and interests.
- Demonstrated automobiles by ensuring the customer understand the vehicles operating features, warranty, and paperwork.
- Closed sales by overcoming objections; asking for sales; negotiating price; completing sales or purchase contracts.

#### **Auto Sales Associate**

**Delta Corporation - 2010 - 2014**

##### *Responsibilities:*

- Developed and maintained relationships with new as well as existing customers. Identified and qualified customer needs developed sales strategies, and negotiated and closed profitable auto deals.
- Recommended vehicles to customers based on their needs and preferences.
- Engaged with customers in a sincere and friendly manner.
- Built relationships with customers to increase the likelihood of repeat business.
- Meet and greet prospective customers as they walk the car lot Expertly.
- Explained vehicle features and benefits
- \${job\_description27}

### Education

- 2001(Hinds Community College)

### **CONTACT DETAILS**

1737 Marshville Road,  
Alabama  
(123)-456-7899  
info@qwikresume.com  
[www.qwikresume.com](http://www.qwikresume.com)

### **SKILLS**

Excel, Quickbooks,  
Business Management,  
Microsoft Office,  
Marketing Strategy.

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company Name)  
Reference - 2 (Company Name)