

LIAM ANDERSON

Automotive Sales Professional

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PROFESSIONAL SUMMARY

Accomplished Automotive Sales Professional with 10 years of experience in driving significant sales growth and enhancing customer loyalty. Expert in building strong client relationships and delivering personalized service throughout the purchasing process. Committed to achieving sales excellence while leveraging extensive knowledge of vehicle features and financing options to maximize dealership success.

WORK EXPERIENCE

Automotive Sales Professional Jan / 2019-Ongoing
Maple Leaf Consulting Toronto, ON

- Conducted comprehensive vehicle demonstrations and test drives for customers.
- Collaborated with the Sales Manager to analyze sales metrics and develop strategies.
- Engaged with customers to guide them in making informed purchasing decisions and writing sales contracts.
- Represented the dealership at promotional events and community outreach initiatives.
- Negotiated favorable terms of sales agreements, enhancing customer satisfaction.
- Proactively followed up on leads from various sources, including phone inquiries and walk-in prospects.
- Coordinated with finance and insurance departments to prepare purchase packages.

Automotive Sales Professional Jan / 2015-Jan / 2019
Crescent Moon Design Portland, OR

- Sold an average of 30-40 new vehicles monthly, consistently exceeding sales quotas.
- Built and maintained long-term relationships with clients, ensuring repeat business.
- Utilized product knowledge to assist customers in selecting vehicles that met their needs.
- Provided exceptional customer service, resulting in high customer retention rates.
- Networked within the community to expand customer base and drive sales growth.

EDUCATION

Bachelor of Science in Business Administration Jan / 2012 - Jan / 2015
University of Virginia Toronto, ON

Focused on marketing and sales strategies applicable to the automotive industry.

SKILLS

- Active Listening Skills
Problem-solving Skills
Attention To Detail
Goal-oriented Mindset
Self-motivation

INTERESTS

- Home Brewing Wildlife Conservation
Running Public Speaking

STRENGTHS

- Willingness Wisdom
Zeal Ingenuity

LANGUAGES

- English German Russian

ACHIEVEMENTS

- Achieved 120% of annual sales targets for three consecutive years.
Ranked in the top 5% of sales professionals nationwide.