

# Robert Smith

## Automotive Salesman

### PERSONAL STATEMENT

Demonstrating the ability to sell, explain offers, warranties, services, Becoming a subject matter expert on manufacturer vehicles, features, and accessories, and also Demonstrating the vehicle and how its characteristics, capabilities, and features will benefit the customer.

### WORK EXPERIENCE

#### **Automotive Salesman**

**ABC Corporation - March 2006 - June 2007**

##### *Responsibilities:*

- Displayed exceptional customer care to patrons of the organization by showcasing the various vehicles offered and providing detailed descriptions of the features available on each.
- Achieved and maintained my personal goal of selling a minimum of twenty vehicles on a monthly basis; concluded the year having sold 235 cars.
- Concentrated my efforts on obtaining valued customers through rapport building on the phone, as well as, in person; building trust in a short period of time allowed me to obtain a stout position of influence with my clients.
- Fostered the transfer of trust from me to my finance managers in the minds of my clients by to increase the chances of closing the deal.
- In a year with Esserman Nissan I sold approximately 235 vehicles; the 19.58 monthly averaged was third among salesman.
- Designed and implemented a training, tracking, and development collateral for new employees; this collateral piece was in place until the sale of the dealer in 2012.
- Approached and assisted new customers Determined the needs of the customer by listening and asking questions Performed walkaround with customer Demonstrated features of suitable automobiles.

#### **Automotive Salesman**

**Delta Corporation - 2003 - 2006**

##### *Responsibilities:*

- Provided management with weekly sales information reports to assist with the improvement of quality and standards across the sales department.
- Consistently participated in continuing education opportunities, both company mandated and independently, to maintain the most current product .
- Demonstrated a level of high quality customer service to ensure all of the customers needs were met timely and accurately by explaining the .
- Successfully implemented suggestive selling techniques to boost individual sales numbers.
- Responsible in guiding customers through their purchase Educated buyers to make models and capabilities, providing information needed

### **CONTACT DETAILS**

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### **SKILLS**

Inventory Management,  
Promotional Experience,  
Management of Peers  
and Subordinates.

### **LANGUAGES**

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

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

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

to help make an .

- Organize both the Audi and Volkswagen car lots Continuous learning about the product Through product knowledge and customer service, sell automobiles.
- Salesman responsibilities included prospecting for customers, price negotiations, and client service after the sell.

## Education

BS