Robert Smith

Client Advisor Assistant

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SUMMARY

Overlooked workforce of up to 100 people. Performed management recruiting and development. Control of all business aspects in multi million dollar stores. Sales increases in all stores. Key sales and marketing skills. Self-motivated. Problem analysis and problem solving.

SKILLS

Microsoft office.

WORK EXPERIENCE

Client Advisor Assistant

ABC Corporation - January 2009 – July 2010

- Plan, coordinate and implement Commercial sales operations by developing business and clients while managing a territory.
- Attain budgeted revenue expectations while assuring profitability of the product line is achieved.
- Implement and execute marketing strategy and business plan for Sprinter Van Sales.
- Provided signature sales experience for both new and established clients by providing detailed personal follow-up, superior delivery presentation and an intentional effort to foster and build long term inter-personal relationships.
- Utilized years of experience as a General Sales Manager to assist my clients in receiving the very best in customer service, financing and vehicle maintenance support.
- Represented the Auto Group for community events and presentations throughout Central Florida.
- Utilized established connections to acquire and sale exotic vehicles for exclusive clientele on behalf of the Auto Group.

Client Advisor

ABC Corporation - 2006 – 2009

- Greeted customers with a warm welcome.
- Listened to potential customers needs to get them what vehicle they wanted.
- Assisted and counseled customers in purchasing vehicles.
- Researched other locations for vehicles.
- Travelled to other locations to get vehicles customers wanted.
- Delivered the final product to the customer.
- Engaged potential customers in conversations Separated myself from other client advisors so I could be available to customers Skills Used Communication skills Negotiating skills Computer skills.

EDUCATION

Certification in Volkswagen Certified Sales Training - (Dale Carnegie Management Workshop)

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