

Internet Sales Director

ROBERT SMITH

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Objective

To obtain a Internet Sales Director position within an established organization that will allow to utilize expertise, enhance career skills and progress within the company.

Skills

Linux, Programming in C, Java, JavaScript, PHP, and Python.

Work Experience

Internet Sales Director

ABC Corporation - December 2012 - September 2015

- Provide excellent customer service, complete all paperwork pertaining to individual customer deals.
- Consistent follow up with customers to maintain relationships and customer satisfaction with automotive product and future leads.
- Provide T/O backup to assist and close customer deals through face to face negotiation with clients to close customer deals.
- Maintain high percentage of shown appointments 250 to 300 shown appointments per month.
- Manage high volume of incoming customer calls and internet leads from varied lead providers.
- Trained a staff of 8 to handle all sales leads, increasing companys overall appointments.
- Scheduled sales meetings to discuss any issues and updates.

Internet Sales Director

Delta Corporation - 2010 - 2012

- Developed departmental and sales strategies that ensures attainment of company sales goes and profitability Responsible for performance.
- Ensure that every customer who makes contact with the store via our various internet marketing strategies is attended to in a courteous.
- Sold BMW vehicles to Internet-based customers.
- Marketed vehicles on websites such as ebay.com, autotrader.com, craigslist.com, etc.,.
- Provided post-purchase customer and product support.
- Directed Internet Sales department of six employees at the #1 Subaru volume sales leader in North Texas since 2007 Directed and managed Internet .
- unsold customers, quantity and quality of ingress and egress follow up telephone calls and emails, front-end, back-end, and total gross amounts.

Education

Bachelors in Science - July 1987(MIAMI DADE COMMUNITY COLLEGE)