New Car Sales Associate

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Objective

Punctual and efficient driver seeking a New Car Sales Associate position as part of a delivery team with opportunities for professional growth and development. Motivated to provide prompt, friendly, and professional service at all times, Approach, greet, and offer assistance or direction to any customer who enters the dealership showroom or sales lot.

Skills

Computer savvy, Sales Process.

Work Experience

New Car Sales Associate

ABC Corporation - May 2005 – August 2005

- Learned how to work with customers.
- Performed product demonstrations.
- Customer qualifying, need determining, credit analysis, product delivery, follow up and customer referral networking.
- Consistently met or exceeded quotas.
- Sold vehicles utilizing our internal Lakeland Auto Mall Sales Process.
- Delivered new vehicles to customers.
- Ensured the customer understands the vehicles operating features, warranty, and paperwork.

New Car Sales Associate

Delta Corporation - 2004 – 2005

- Effectively assisted customers with purchasing vehicles and accessories in the automotive industry.
- Wrote contracts, worked with the finance department on approvals for a variety of financing options for diversified customers.
- Participated in mandatory training and onboarding sessions for product knowledge and certifications for all GM sales associates.
- Had 4yrs prior experience from 2 Major dealerships.
- At Frankel & Chesapeake my responsibilities consist of making the customer feel as comfortable as possible with myself and the dealership.
- The services I provide are to meet my customers utmost needs giving them a true luxury experience.
- It is important to make a friend first and then sell them a car.

Education

GED In High School

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