Robert Smith

Online Sales Manager II

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
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SKILLS

CRM, Customer Service, Sales, Automotive, Marketing, Administrative.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference – 1 (Company Name)
Reference – 2 (Company Name)

PERSONAL STATEMENT

Experienced in establishing policies and procedures that align with the organizations overall goals and objectives, while improving client retention through excellent customer service levels by training and developing personnel.

WORK EXPERIENCE

Online Sales Manager II

The Salvage Junkies - February 2014 – 2020

Responsibilities:

- Scheduling appointments with potential vehicle buyers with either myself or other sales associates.
- Making sure that all vehicles were maintained and any problems are taken care of before posting online.
- Managing inventory of our pre-owned vehicles.
- Showing vehicles to clients, explaining financing options, closing deals, selling cars, training employees, and working with management at all of the other dealerships as well.
- Led all of the dealerships in sales for multiple months.
- Skills Used Inventory management, decision making, sales, closing skills, customer service management skills, communication skills, training skills, product knowledge, computer skills, typing skills, Spanish speaking skills.
- Managing and processing orders, selling products, customer service, handling financial documents and money transfers and etc.

Online Sales Manager

ABC Corporation - 2010 – 2014

Responsibilities:

- Prospected and managed key accounts of conversion-based online advertising campaigns for web hosting companies.
- Provided product mix and solution recommendations through consultative solutions development.
- Became a trusted ally to each account and buyer.
- Coached and mentored team of four account managers.
- Selected Achievements Gained key accounts of Yahoo Hosting, GoDaddy and 1-to-1 Hosting.
- Achieved 103% of quota on sales of $1.1M annually.
- Monthly retention rate of 95% of more than 40 accounts..

Education

Bachelor of Science in Hotel & Restaurant Management in Hospitality, Business Management, Finance, Sales, Marketing, Customer Service Management. - 2004(Northern Arizona University - Flagstaff, AZ)

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