

ROBERT SMITH

Senior Rental Sales Associate

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Motivated Senior Rental Sales Associate with 8 plus years of experience in the Sales domain, skilled in leading teams to set record-high sales figures, expand existing territories and develop new accounts.

EXPERIENCE

Senior Rental Sales Associate

Avis Rental Car - FEBRUARY 2011 - PRESENT

- Maintaining knowledge of current sales and promotions, policies regarding payment and exchanges and security practices.
- Garnering many local and a few national clients to switch from another nationally-branded company using my communication, research, and organizational skills.
- Assisting the customers with their rental car checkouts by ensuring that they are in the proper care for their rental experience.
- Taking daily inbound calls and key-entered orders, faxes, backorders and credit memos for assigned accounts and clients.
- Recommending and helping the customers select merchandise based on their needs.
- Confirming that appropriate changes were made to resolve customers problems.
- Persuasively selling optional services to maximize revenue and meet customer's needs.

Sales Associate

ABC Corp - 2010 - 2010

- Greeted and guided the customers as they appear on the lot to proceed with the sales process.
- Assisted the customers to find a vehicle that meets their needs by using the current inventory sheets.
- Enhanced the sales process by demonstrating the vehicles features on the lot.
- Assisted the customers in the completion of their sales applications.
- Assisted the management to increase sales by inspecting the lot's vehicles daily reporting any problems to the General Manager.
- Assisted the management in ensuring the lot is merchandised correctly to maximize sales
- Learned and used the established sales and service techniques to improve member/client retention, to meet or exceed quality standard scores, and to meet established productivity goals.

EDUCATION

- Bachelors Of Science in Business Administration - 2008 (Slippery Rock University - Slippery Rock, PA)

SKILLS

Excellent Customer Service, Leadership, Training, Team Work, Marketing, Rental Sales Associate