

AVA DAVIS

Leasing and Sales Consultant

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PROFESSIONAL SUMMARY

With a decade of experience in leasing and sales, I excel in establishing rapport with clients, driving leasing transactions, and delivering tailored solutions. My expertise encompasses strategic negotiation, customer satisfaction enhancement, and achieving sales objectives. I am committed to creating exceptional experiences that foster long-term client relationships and contribute to organizational success.

WORK EXPERIENCE

Leasing and Sales Consultant

Maple Leaf Consulting

📅 Mar / 2019-Ongoing

📍 Toronto, ON

1. Skilled negotiator focused on closing high-value leasing deals to maximize profits.
2. Set and achieved ambitious sales targets, driving revenue growth.
3. Extensive knowledge of vehicle inventory and market trends to advise clients effectively.
4. Monitored and updated inventory of new and used vehicles to ensure availability.
5. Responded promptly to internet inquiries, providing detailed quotes and solutions.
6. Guided customers through financing options, enhancing their leasing experience.
7. Ensured accurate documentation of sensitive customer information for compliance.

Sales And Leasing Consultant

Crescent Moon Design

📅 Mar / 2015-Mar / 2019

📍 Portland, OR

1. Engaged with clients to gather comprehensive personal and financial information.
2. Identified vehicles that matched client preferences and financial capabilities.
3. Focused on aligning client needs with optimal leasing solutions.
4. Provided ongoing support to customers post-sale, ensuring satisfaction and loyalty.
5. Coordinated service appointments to maintain customer relationships.
6. Ensured a seamless customer experience throughout the leasing process.

EDUCATION

Bachelor of Business Administration

University of Michigan

📅 Mar / 2012-Mar / 2015

📍 Seattle, WA

Focused on marketing and sales strategies within business administration.

SKILLS

Digital Sales Strategies

B2b Sales

B2c Sales

Lead Generation

ACHIEVEMENTS

- 🌟 Achieved 120% of annual sales targets through strategic client engagement.
- 🌟 Successfully negotiated leasing agreements resulting in a 30% increase in client retention.
- 🌟 Implemented customer feedback systems that improved satisfaction scores by 25%.