

EVELYN WHITE

Sales And Leasing Consultant

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PROFESSIONAL SUMMARY

Dynamic Sales and Leasing Consultant with over 5 years of experience in the automotive industry. Proven track record of exceeding sales targets and delivering exceptional customer service. Skilled in building rapport with clients, understanding their needs, and providing tailored leasing solutions. Strong negotiation skills and a deep knowledge of financing options to maximize customer satisfaction and drive revenue growth.

WORK EXPERIENCE

Sales And Leasing Consultant Mar / 2024-Ongoing
Quantum Solutions LLC Phoenix, AZ

- 1. Prospected new customers through strategic outreach via phone, email, and social media.
- 2. Conducted thorough needs assessments to tailor leasing solutions to client preferences.
- 3. Showcased vehicles, highlighting features that align with customer needs.
- 4. Managed all paperwork accurately to facilitate seamless transactions.
- 5. Handled sensitive client information with confidentiality and professionalism.
- 6. Delivered purchased vehicles, educating clients on key features and benefits.
- 7. Engaged in follow-ups with previous clients to maintain relationships and encourage referrals.

Sales And Leasing Consultant Mar / 2023-Mar / 2024
Silver Lake Enterprises Seattle, WA

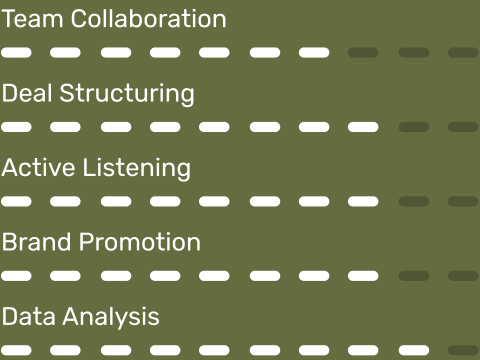
- 1. Welcomed walk-in customers, conducting engaging conversations to identify their vehicle needs.
- 2. Presented both new and pre-owned vehicles, ensuring a consistent and informative process.
- 3. Tailored vehicle presentations to emphasize features that meet customer desires.
- 4. Completed all necessary sales paperwork in a timely manner.
- 5. Collaborated with finance teams to assist credit-challenged customers effectively.

EDUCATION

Associate of Applied Science in Automotive Technology Mar / 2022 - Mar / 2023
City College of New York Denver, CO

Focused on automotive sales and customer service techniques.

SKILLS



INTERESTS

- Woodworking
- Star Gazing
- Theatre
- Architecture

STRENGTHS



LANGUAGES



ACHIEVEMENTS

- Achieved 120% of monthly sales targets consistently over 12 months.
- Secured repeat business from 30% of clients through exceptional service.