

Farrah Wolfe

Sales Professional

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Professional Summary

Accomplished and energetic sales professional with 8 years of experience in the automotive industry. Thanks to excellent customer service, great people skills, and a personable attitude, maintained top sales staff member status for the past 2 years. Secured a total of 4 key accounts for Cars&Go Ltd. Looking to join BNP Drivers to exceed expectations and increase profits for all parties involved.

Work Experience

Sales Professional

Cars&Go Ltd., Tampa, FL

February 2015–present

Satisfied the needs and requirements of a diverse portfolio of over 25+ assigned client accounts. Ensured timely delivery of paperwork for both external and internal purposes. Presented between 5–10 vehicles daily for potential buyers. Provided advisory services for customers, keeping in mind the latest OSHA regulations, newest releases, and reputations of 8 different car brands. Personally responsible for driving overall company profits up by 2% year on year. Sold over 2,000 cars to individual clients and assisted in signing multiple long-term contracts for vehicle fleets with over 20 companies.

Sales Associate

RedGreenYellow&Co., New Orleans, LA

July 2013–February 2015

Excelled at creating a friendly atmosphere at the car dealership by providing proper customer service. Worked with clients to resolve financial issues. Handled transactions up to \$250,000.

Education

BA in Marketing

University of Central Florida, Orlando, FL

Graduated: 2009

Key Skills

- Excellent customer service
- Extensive knowledge of the automotive industry
- Outstanding interpersonal skills
- POS knowledge
- Generating leads
- Maintaining great relations with existing clients
- Brand management
- Teamwork and excellent communication
- Problem-solving skills

Certificates

- Certified Professional Sales Person (CPSP), National Association of Sales Professionals (NASP), 2015
- Sales and Customer Relationship Management, Florida International University, 2009