
Eric DePillars

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PROFESSIONAL SUMMARY

Sales Representative trained in all aspects of customer relations, contract preparations, and negotiation. Organized, detail-oriented, and resourceful. Seeking ground-floor position with a growing company.

CORE QUALIFICATIONS

- | | |
|---------------------------------------------------------|---------------------------------------|
| • After sales support | • Compelling leadership skills |
| • Time Management | • Cross-cultural sales background |
| • Flexible schedule | • Social media savvy |
| • Established track record of exceptional sales results | • Team player mentality |
| • Excellent communication skills | • Enthusiasm |
| • Active listening | • Excellent communication skills |
| • Skilled in MS Office | • Prospecting and cold calling |
| • Customer-oriented | • Upselling and consultative selling |
| • Strong deal closer | • Exceptional customer service skills |

EXPIERIENCE

Salesman, Oct 2006 to Nov 2007

Steve Peters Chevrolet-Homewood, IL

Cold-called prospective customers to build a relationship.

Greeted store customers promptly and responded to questions with knowledgeable service.

Completed documentation for products and service sales.

Maintained productive relationships with existing customers through exceptional follow-up after sales.

Generated High volume referrals.

Updated database with customer and sales information.

Evaluated competitors and performed market research.

Salesman, Nov 2007 to Apr 2008

Alison Haggerty Chevrolet- East Chicago, IN

Cold-called prospective customers to build a relationships.

Greeted store customers promptly and responded to questions with knowledgeable service.

Completed documentation for products and service sales.

Maintained productive relationships with existing customers through exceptional follow-up after sales.

Generated High volume referrals.

Updated database with customer and sales information.

Evaluated competitors and performed market research.