

Robert Smith

Car Sales Associate

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SUMMARY

Car Sales Associate with 5 years of experience in Sales domain is seeking to obtain a career in a well established stable environment that offers an opportunity to enhance my skills and capabilities.

SKILLS

MS Office, ADP, SAP, Business Warehouse, CRM, Social Media And Internet Search Engines, Microsoft Office, Customer Service, Report Writing, Training & Development, Cleaning

WORK EXPERIENCE

Car Sales Associate

Leith Honda - 2006 – 2008

- Demonstrated advantages and characteristics of suitable vehicles on the lot and took customers on test drives.
- Identified and acted upon potential sales opportunities and leads.
- Attended community marketing events to promote and demonstrate new vehicles for community Toyota, Kia and Honda.
- Provided information on the car that customers ask for research car availability for cars, not in the database.
- Determined the customers needs and be able to offer advice, guidance and vehicle knowledge.
- Executed the team-selling concept for increasing sales.
- Built rapport, qualifying buyers by understanding, interests and.

Sales Associate

Brooks Brothers - 2003 – 2006

- Ensured that each customer received outstanding service by providing a friendly environment, which included greeting and acknowledging every customer, maintaining solid product knowledge and all other aspects of customer service.
- Established and maintained corporate accounts for local and national businesses and clubs for both professional and leisure time needs.
- Assisted in floor moves, merchandising, display maintenance, and housekeeping.
- Assisted in processing and replenishing merchandise and monitoring floor stock.
- Monitored competition by gathering current marketplace information on pricing, products, new products, merchandising techniques, etc.
- Kept the management informed by submitting activity such as daily call reports, weekly work plans,
- Accurately completed and distributed the reports as requested;

EDUCATION

B.A. in Leisure Studies - May 2001(Appalachian State University Boone - Boone, NC)B.A. in Communications - May 2000(Appalachian State University Boone - Boone, NC)