

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

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