

ABIEZER "ABE" REYES

Automotive Sales Representative

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PROFESSIONAL SUMMARY

Automotive sales professional with four years of floor sales experience at a high-volume Toyota dealership (10-30 vehicles daily). Proven ability to close customers during their first visit, consistently delivering 25-30 vehicles monthly with a peak of 35 units. Top 25% performer known for building customer trust, guiding buyers through the complete purchase process, and maintaining strong customer satisfaction. Ready to bring proven sales excellence to Greenway.

PROFESSIONAL EXPERIENCE

Product Sales Consultant, Sales Specialist, Financial Services Specialist 2017 - 2023

Toyota of Orlando, Orlando, FL

Six-year progression through three roles. Started on sales floor consulting customers, advanced to handling complex customer interactions, then served as final customer touchpoint handling legal and financial paperwork before delivery.

PRODUCT SALES (2017-2020)

25-30 vehicles monthly | Peak: 35 units | Top 25% performer

Specialized in same-day closing: moved customers from greeting to purchase decision in single visit
Maintained consistent performance across market conditions and customer backgrounds

SALES SPECIALIST (2020-2021)

Up to 25 vehicles monthly | CSI: Consistently met goals

Handled complex customer interactions and diverse customer situations

FINANCIAL SERVICES SPECIALIST (2021-2023)

80-100 transactions monthly | Top two performer most weeks | Paid on positive Google reviews

Handled legal and financial paperwork as final customer touchpoint before delivery
Processed 3-5 transactions daily (average), 7-8 at peak times
Specialized in customer recovery: transformed subpar experiences by making customers feel heard and understood

needthisdone.com, Remote/Orlando, FL

Self-employed business owner building client base through direct outreach, networking, and relationship building. Conducted needs assessments with potential clients and presented customized solutions based on their specific situation. Currently taking on new clients while maintaining 100% commission-based revenue model.

- 100% commission-based business development: required prospecting, relationship building, and closing consultative sales
- Built client base through networking and direct outreach (no marketing budget, no outside funding)
- Maintained financial stability through consistent client acquisition and service delivery
- Demonstrated sales and entrepreneurship capabilities while seeking higher revenue opportunity in automotive sales

CORE COMPETENCIES

Sales & Closing

Same-day closing, Customer qualification, Deal negotiation, Objection handling, High-volume sales

Customer Service

Relationship building, Active listening, Complex problem-solving, Customer satisfaction, Professional communication

Product Knowledge

Vehicle features & benefits, Financing options, Features explanations, Comparative selling

Work Ethic

Consistent performer, Self-motivated, Goal-oriented, Reliable, Professional presence

EDUCATION & CREDENTIALS

Valid Driver's License & Good Standing

Florida driver's license | No violations

Web Design & Development Coursework

Full Sail University, 2016-2017 | Completed while maintaining full-time sales position