

# ABIEZER "ABE" REYES

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LinkedIn

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## AUTOMOTIVE SALES PROFESSIONAL

Seven years of proven automotive sales experience in high-volume dealership environment. Consistent track record of 25-35 deals per month, building trust through clear communication, and delivering results. Known for staying calm under pressure, maintaining compliance, and closing deals.

## TECHNICAL SKILLS

**Sales & Customer Service:** Explaining options clearly • Understanding what customers need • Handling objections • Closing deals • Test drives and vehicle demos • Building customer trust

**Automotive Knowledge:** How dealerships work • Finance and insurance products • Complying with lending rules • Managing multiple customer transactions • Fast-paced dealership operations

**Core Strengths:** Listening to customers • Clear communication • Building relationships • Solving problems • Staying calm under pressure • Working with teams

## PROFESSIONAL EXPERIENCE

### **Freelance Web Design & Consulting**

#### **Self-Employed**

Orlando, FL

*November 2023 - Present*

- Pitch web design and consulting services to prospective clients and close service agreements
- Manage multiple client relationships simultaneously, handling proposals, contracts, and project delivery
- Identify client needs and pain points, recommend solutions tailored to their business goals
- Build client trust through clear communication and reliable delivery of promised results
- Handle ongoing client support and problem-solving to maintain satisfaction and repeat business

**Sales Specialist****Toyota of Orlando**

Orlando, FL

*Spring 2017 - Winter 2023*

- Processed 25-35 vehicles per month for 7 consecutive years in high-volume dealership environment
- Worked across sales, management, and finance operations, handling every stage of the sales process
- Built trust through clear communication and honest guidance, becoming the go-to problem-solver for complex deals
- Developed reputation as problem-solver. Teammates regularly brought complex deals to me because I found solutions
- Maintained strict compliance with lending regulations and dealership standards while keeping deals moving
- Consistently delivered results in fast-paced, customer-facing environment

**B2B Sales Representative****Quill.com**

Remote

*2009 - 2011*

- High-volume outbound sales, contacting business owners and office managers daily
- Built and maintained relationships to establish ongoing purchasing accounts
- Thrived in fast-paced call center environment with clear metrics and targets

**Military Liaison & Admissions Representative****Full Sail University**

Winter Park, FL

*2012 - 2017*

- Started in International Admissions, then worked in Military Student Services where Army background gave credibility with veterans
- Guided service members and families through enrollment decisions involving significant financial commitment
- Consistently met enrollment goals through honest guidance and strong relationship building

**Combat Medic, Corporal (E-4)****U.S. Army**

Fort Hood, TX & Fort Bragg, NC

1996 - 2001

- Led team of 3 medics and 2 combat lifesavers in high-pressure environments
- Developed ability to stay calm, communicate clearly, and make sound decisions under stress
- Built foundation of discipline and reliability that shows in all professional work

**EDUCATION**

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**Full Sail University** (2016-2017) — Web Design & Development. Completed coursework while working full-time.

**U.S. Army Medical Department** (1996-2001) — Combat Medic certification, top 10% of training class.