

Ted Hector

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I have 17 very successful years in the car business that includes floor sales, internet sales and commercial sales.

Willing to relocate: Anywhere
Authorized to work in the US for any employer

Work Experience

Sales Representative

Findlay Volvo - Las Vegas, NV
February 2020 to Present

Sales from a to z which includes selling finance products to customers. Internet sales and phone sales.

Sales Representative

Autosaver Ford - Comstock, NY
August 2018 to January 2020

Floor sales, internet sales, and commercial sales. Pulled programs from the FMC dealer website to facilitate the deal. All aspects of sales duties.

Internet Director

S and S Auto Sales - Oklahoma City, OK
January 2007 to August 2018

Responsibilities

Supervised a staff that met or surpassed monthly sales goals utilizing phone sales, crm software, internet leads and overflow floor traffic.

Floor Sales Representative

Sewards Ford and Lincoln - Rutland, VT
March 2001 to December 2006

Responsibilities

All aspects of Floor sales and Internet Sales

Accomplishments

Established internet sales.

On Air Talent

WQQY - Saratoga Springs, NY
1995 to 2000

Handled all afternoon on air broadcasting duties from 3 to 7 as well as production and live events.

Education

Diploma in General

Saratoga Central Catholic - Saratoga Springs, NY

1982 to 1986

Skills

- CRM Software (10+ years)
- Internet Marketing (8 years)
- Phone Sales (10+ years)
- Floor Sales (10+ years)
- Internet Sales (7 years)
- Customer Service
- CRM
- Sales
- Marketing
- Powerpoint
- Microsoft Office
- Business Development
- Cold Calling
- Sales Management
- Upselling
- Negotiation
- Outside Sales

Certifications and Licenses

Master Ford Certified

August 2018 to Present

Master Ford Certified

driver's license