

# IRAKLI DEMURIA

## AUTOMOTIVE SALES PERSON

### CONTACT

- +995 571148437
- iraklidemuria@yahoo.com
- Dubai, Business Bay

### SKILLS

- Communication
- Persuasion
- Adaptability
- Interpersonal skills

### EDUCATION

- Managment
- Informational Technologies

#### BTU - Business and Technology University

2020-2024

- Management
- Statistics
- Marketing
- Principles of economics
- Financial accounting

### LANGUAGES

- Georgian - Native
- English - Fluent
- Russian - Beginner

### PROFILE

Young and goal-oriented individual motivated by automotive industry with a broad knowledge and experience in car sales. Possess a comprehensive understanding of the inner workings of vehicles and the distinguishing characteristics of different car brands.

### WORK EXPERIENCE

**Utrade - Car Dealership** September 2019 - April 2021

#### Car Salesman

- Meeting with customers to discuss their needs and preferences for a new or used vehicle.
- Demonstrating the features and benefits of different vehicles to customers.
- Conducting test drives with customers and answering any questions they may have.
- Negotiating prices, financing options, and warranties with customers.
- Processing paperwork related to the sale of the vehicle, including contracts, insurance, and registration.
- Maintaining knowledge of the automotive industry, including trends, new models, and features.
- Building and maintaining relationships with customers to encourage repeat business and referrals.
- Following up with customers after the sale to ensure satisfaction and address any issues.
- Participating in sales training and continuing education to stay up-to-date on best practices and sales techniques.
- Meeting sales targets and quotas set by management.

#### Freelance - Commercial Animation and Video making

March 2022 - February 2023

- Providing exceptional customer service to clients, addressing any concerns or issues that arise during a project.
- Effectively managing time and prioritizing tasks to balance multiple projects simultaneously is a key responsibility for independent professionals.
- Independently managing projects from start to finish, including setting deadlines, communicating with clients, and delivering high-quality work on time and within budget.

#### Skills Learned

- Sales
- Customer Service
- Product Knowledge
- Teamwork
- Technology Skills
- Upselling
- Lead Generation
- Administrative Tasks
- After-sales service