

Chris Jensen

Internet Sales Manager - Fontana Nissan

San Dimas, CA

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- A genuine salesperson hyper-focused on outcomes and the set of activities required to achieve them
 - Target-driven team player that brings energy and a pervasive sense of urgency to daily, weekly and quarterly sales
 - Extensive knowledge and background in sales - cold calling, prospecting, needs assessment, objection handling and closing
 - Described by employers, teachers and colleagues as: verbal, outgoing, friendly, trustworthy, determined, with a great sense of humor
 - Quick learner, hard worker and excellent listener
 - Proficient in the use of Microsoft Office suite of products, CRM systems and the Internet
- Authorized to work in the US for any employer

WORK EXPERIENCE

Internet Sales Manager

Fontana Nissan - July 2013 to Present

Increased dealership traffic by 11% in first 6 months of leadership role

- Increased lead conversion by 10% through better inventory transparency, deeper knowledge of factory incentives and improved objection handling
- Maintained 75 outbound calls per day average with successful focus on appointment setting
- Set highest vehicle profitability record in Q4 2014; promoted to Internet Sales Manager after 17 months to manage all internet leads and interest (from Sales Consultant)

Account Manager & Loan Coordinator

Clear Vision Funding - August 2012 to July 2013

Worked closely with mortgage brokers to file complete, accurate documentation for loan underwriting

- Administrative efficiency and proficient communication with mortgage brokers led to reduction in average funding time from 7 days to less than 5
- Promoted after 8 months

Sales Representative

Vision Security - January 2012 to August 2012

Sold 5 year contracts on home security and monitoring systems door to door

- Upsold 50% of the contracts to new equipment and highest monthly monitoring rate
- Continuously promoted and moved to new territories to train new staff and establish a beachhead; including Northern California; Dallas, Texas; Lubbock, Texas and Southern California
- Top 25 in the nation in sales

Sales Representative, DIRECTV

Smart Circle - June 2011 to January 2012

Corporate trainer charged with training and supervising new employees on how to promote, sell and market DIRECTV in major retail stores

- Sold 2 year contracts on DIRECTV by actively soliciting shoppers at Best Buy and Sam's CLUB
- Promoted after 4 months to trainer