



JONATHAN DUNST

CONTACT

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Pittsburgh, PA 15216

CORE QUALIFICATIONS

Communication
Problem Resolution
Team Building
Customer Service
Personal Mentoring

WORK EXPERIENCE

SALES ASSOCIATE

COCHRAN, DORMONT, PA

2016 TO PRESENT

Cultivate relationships with new customers to achieve sales objectives and provide insight into new products, features, and options.

Strategically negotiate with customers to close deals and increase sales: personally work deals, interest rates, leases, and calculate financial requirements prior to obtaining approval from dealership manager and F&I manager.

Qualify and follow up on warm internet leads.

Maintain contact with customers via email, phone calls, and regular updates on promotional offers.

Greeted and actively listened to customers to uncover purchasing needs and provide recommendations based on automotive requirements.

Demonstrated vehicle functionality and explained options, accompanied prospective customers on test drives, and explained costs associated with purchase.

Informed customers of associated dealer services and products such as extended warranties.

Followed up and responded to warm internet leads and customer questions on vehicle availability, price, and options.

Investigated and resolved grievances from existing and prospective customers.

Keep up to date on industry trends, new and pro-owned vehicle inventories, and individual vehicle features.

EDUCATION

University of Pittsburgh

Pittsburgh, PA

2013 –

Working to complete my degree.

Elizabeth Forward High School

Elizabeth, PA

2008-2012

Diploma