**Timothy S. Thomas**

*Automotive / Retail / Customer Service*

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401 S. Emporia

Wichita, Kansas 67202

**Profile Statement**

* 20+ years’ combined experience as a business owner and car salesman.
* Comfortable engaging with others, public and otherwise, at all levels.
* Very attentive to customers’ needs and able to use suggestive selling to make a deal.
* Passionate about working with people and willing to go beyond expectations to satisfy the customer.

**Transferable Skills**

* Adaptability
* Build and Maintain Customer Rapport
* Upbeat and Positive Attitude
* Extensive product knowledge and learning capacity
* Readily accessible
* Consistent and reliable
* Astute observation
* Customer Service
* Confident in sales ability
* Listens well
* Highly personable

**Recent Work History**

*Retail Broker/Owner* Past and Present Hutchinson, KS 2013 – 2017

* Presented various capabilities of cars, boats, motorcycles, trailers, etc.
* Assessed customer needs and requirements, taking into consideration their interests and concerns.
* Helped hesitant customers to make decisions and closing sales.
* Found antique items, evaluated them and priced them appropriately.

*Manager* K96 Auto Sales Hutchinson, KS 2000 – 2013

* Bought, sold, and delivered vehicles to customers.
* Completed monthly sales tax paperwork on timely manner.
* Prepared vehicles for sale and transfer through detailing and maintenance.