

Jeremy Galan

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Results-driven automotive sales representative with a proven track record in a high-paced dealership environment. Possesses a strong ability to build rapport with customers, identify their unique needs, and present customized solutions to enhance their purchasing journey. Acknowledged for outstanding sales achievements and a steadfast commitment to customer satisfaction.

EXPERIENCE

Hawthorne Chevrolet

Automotive Sales Representative

March 2025 - Present

- Greet and assist customers throughout their dealership experience, ensuring a positive and welcoming atmosphere.
- Effectively showcase vehicles, emphasizing key features and warranty information to support informed purchasing decisions.
- Address customer inquiries regarding vehicle specifications, financing options, and purchasing procedures to enhance their understanding of available choices.
- Conduct customer test drives, managing all relevant documentation with utmost professionalism.
- Negotiate pricing and trade-in values, ensuring a fair and transparent process for every client.
- Collaborate with the finance department to discuss financing and ownership alternatives tailored to customer needs.

Maritime Chevrolet

Automotive Sales Representative

April 2023 - February 2024

- Greet and assist customers throughout their dealership experience, ensuring a positive and welcoming atmosphere.
- Effectively showcase vehicles, emphasizing key features and warranty information to support informed purchasing decisions.
- Address customer inquiries regarding vehicle specifications, financing options, and purchasing procedures to enhance their understanding of available choices.
- Conduct customer test drives, managing all relevant documentation with utmost professionalism.
- Negotiate pricing and trade-in values, ensuring a fair and transparent process for every client.
- Collaborate with the finance department to discuss financing and ownership alternatives tailored to customer needs.

S.K.I Beer Distributors

Off Premise Sales Representative

September 2022 - March 2023

- Managed visits to various retail locations to fulfill business orders, enhancing product availability and customer satisfaction.
- Organized merchandise displays to promote effective product rotation, ensuring that older stock remained accessible.
- Introduced new products to accounts, applying persuasive sales techniques to support product adoption and drive sales volume.
- Developed and executed compelling merchandising strategies utilizing signage and promotional materials to engage customers.
- Expanded the company's market presence by developing and maintaining new accounts along delivery routes.

Empire Buick GMC

Auto Sales Representative

January 2020 - September 2022

- Engaged customers at the dealership entry, providing a warm welcome and introducing available services to foster positive client relationships.
- Demonstrated vehicles to potential buyers, highlighting key features and performance specifications while discussing warranty options.
- Addressed customer queries regarding car features and financial plans to ensure thorough understanding of purchasing processes.
- Guided customers through the test drive experience, carefully handling all necessary paperwork and documentation.
- Negotiated competitive pricing and trade-in evaluations, driving positive sales outcomes while maintaining high levels of client satisfaction.

EDUCATION

Herbert H Lehman High School

Regent Diploma

