

Aaran Moody

Lindenhurst, NY 11757

aaran37@hotmail.com

+1 631 522 8649

Detailed-oriented and dependable candidate interested in a entry-level IT role where I can utilize my customer service and task management skills

while gaining clinical experience and grow. Currently in process of gaining Comptia A+ certification. Successful at managing multiple priorities with a calm and positive attitude. Willingness to take on added responsibilities to meet team goals.

Authorized to work in the US for any employer

Work Experience

Sales Associate

EMPIRE AUTO GROUP-West Islip, NY

October 2022 to Present

- Negotiated purchase price and explained sales, warranty and optional products.
- Qualified buyers by matching requirements and interest to various cars or truck models and discussing financing options.
- Close sales by overcoming objections, Negotiating price asking for sale and completing sales contracts.
- Responded to customers inquiries via email or calls.
- Followed up on current customers and warm internet leads and responded to customers questions and the vehicle availability while creating urgency.

Loan Officer Assistant

Fairway Independent Mortgage Corp-Freeport, NY

November 2018 to July 2022

- Collect and analyze clients financial information to assess eligibility for home loan
- Meet with clients and ensure full understanding of residential mortgage options for which they qualify and the risks and benefits of each
- Strong problem-solving skills and an interest in finding solutions for clients with poor credit
- Communicate effectively with all stakeholders, including the customer, sales associate, builder and title company
- Demonstrate the highest level of professionalism and customer service towards all clients
- Studied current trends and developments in the local real estate market and changes to FHMA, FHLMC, FHA, and VA regulations and guidelines
- Negotiated price, terms and conditions with mortgagors

Sales Associate & Finance Assistant

Nardy Honda-Smithtown, NY

March 2012 to October 2018

- Assist customers in the buying process for leasing or financing new and preowned vehicles
- Monitor, analyze and report sales goals, profit margins and customer needs throughout the sales cycle
- Communicate with customers and management to meet and exceed sales quotas
- Perform finance and management roles such as running credit, working with outside lenders
- Demonstration of features and benefits of the product to the customer
- Gain referrals from past clients by word of mouth and outbound marketing
- American Honda Council of Sales Leadership Member 2015, 2016 & 2017
- Provide quality feedback and coaching to associates
- 300 plus units per year recognized by American Honda Motor Company
- Proficient in CDK Global, Dealertrack and CRM applications

Education

High School diploma

COPIAGUE HIGH SCHOOL

2008

Skills

- Proficient in Microsoft Office Suite, Point of Sale Systems, Excels in Task Management, Exceptional interpersonal communication and coaching skills, detail oriented.
- Multilingual
- Customer service
- Communication skills
- Microsoft Office
- Time management
- CRM Software
- Credit Analysis

Languages

- English, Urdu, Punjabi and Hindi - Expert

Certifications and Licenses

Google IT Support

July 2024 to Present

- Gain skills required to succeed in an entry-level IT job

- Learn to perform day-to-day IT support tasks including computer assembly, wireless networking, installing programs, and customer service
- Learn how to provide end-to-end customer support, ranging from identifying problems to troubleshooting and debugging
- Learn to use systems including Linux, Domain Name Systems, Command-Line Interface, and Binary Code

MLO License

Assessments

Sales skills — Proficient

January 2023

Influencing and negotiating with customers

Full results: [Proficient](#)

Customer focus & orientation — Proficient

April 2024

Responding to customer situations with sensitivity

Full results: [Proficient](#)

Management & leadership skills: Planning & execution — Proficient

April 2024

Planning and managing resources to accomplish organizational goals

Full results: [Proficient](#)

Bookkeeping — Proficient

April 2023

Calculating and determining the accuracy of financial data

Full results: [Proficient](#)

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.