

Professional Summary

Results-driven SA12 Sales Professional with 10+ years of experience in the automotive industry, driving growth through strategic product planning and team management. Passionate about trucks and fostering collaborative work environments.

Professional Experience

Senior Sales Manager - Automotive Division

Inazuma.co | January 2020 - Present

Sales Manager - Truck Segment

Veloce Motors Inc. | June 2018 - December 2019

Key Achievements:

- Increased truck sales by 25% within the first year through targeted marketing campaigns.
- Developed and implemented a sales training program, resulting in a 30% increase in team sales performance.

Responsibilities:

- Managed a team of 5 sales representatives.
- Conducted market research to inform product planning decisions.

Senior Sales Representative

Turbocharged Automotive | March 2015 - May 2018

Key Achievements:

- Consistently met or exceeded monthly sales targets, earning 'Top Sales Performer' awards for 3 consecutive years.
- Built and maintained strong relationships with key clients, resulting in a 50% increase in repeat business.

Responsibilities:

- Sold automotive products to individual and corporate clients.
- Collaborated with the marketing team to design promotional materials.

Sales Representative

Pinnacle Auto Group | August 2012 - February 2015

Key Achievements:

- Successfully completed an intensive sales training program, leading to immediate sales growth.
- Participated in community outreach programs, enhancing the company's local reputation.

Responsibilities:

- Engaged with customers to understand their automotive needs.
- Maintained a thorough knowledge of automotive products and services.

Education

Bachelor of Business Administration (BBA) in Marketing
University of Michigan - Ann Arbor | May 2012

Technical Skills

Automotive:

- Automotive Product Knowledge
- Vehicle Inspection and Diagnosis

Product Planning:

- Market Research and Analysis
- Product Development Lifecycle Management

Team Management:

- Leadership and Team Motivation
- Performance Management and Coaching