

Chris Winters

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Tech Savvy, Perceptive, and Creative Sales Professional and Blockchain Enthusiast

Professional Experience

Internet Sales Manager | Luxury Auto Works | Austin, TX | 07/2019-Present

- Coordinate and generate car sales increasing the dealership sales volume 39% in my first year. Handle all aspects of the sales transaction including F&I such as vehicle appraisals, vehicle pricing, back-end products, finance contracts, and deal funding.

Sales and Leasing Professional | Continental Auto Group | Austin, TX | 07/2016-05/2019

- Worked with INFINTI, Subaru, and Honda dealerships to deliver transformational client experiences that help set our automotive group apart from the traditional buying experience by simplifying the buying process and changing how the client interacts with the dealership.
- Generated leads by phone, email, and in person through exceptional customer service, networking, and progressive channels like TrueCar, Costco, other internet sites.

Sales and Leasing Professional | Capitol Chevrolet | Austin, TX | TX | 10/2014-05/2016

- Generated leads and closed at a rate of 32% (12% more than the national average) in a highly competitive market while maintaining near perfect Customer Satisfaction Index score benchmarked my General Motors.

Sales Professional | Fenton Motors | Pampa, TX | 08/2012-09/2014

- Generated leads and closed at a rate of 38% (18% higher than the national average) while maintaining an average gross profit of \$3,800 per deal.
- Surpassed dealership record for single deal Gross Profit 3 times.

Mobile Sales Associate | Go Wireless | Austin, TX | 08/2010-08/2012

- Prospected out-of-contract Verizon Wireless customers by phone/email to renew contracts.
- Met and exceeded goals of new activations and gross profit on a monthly basis.

Owner | CW Music Studio | Amarillo, TX | 01/2006-08/2010

- Taught private lessons in music theory and guitar.
- Developed curriculum for beginning through advanced level of study.
- Maintained a client base of 35-45 students.

Education

- Bachelor of Music with Elective Studies in Business from West Texas A&M, Fall 2014

Skills

- Communication
- Negotiation
- Computer Proficiency (Word, Excel, Windows, IOS, Android, Google Docs)
- Automotive Application Proficiency (CRM, VAUTO, Dealertrack, NADA, Dealer Management)
- Networking
- Customer Service
- Problem Solving

Awards

Mark of Excellence Winner, Capitol Chevrolet 2016
Sales Master Winner, Fenton Motors 2014