

Bula Wakefield

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Committed and customer-oriented automotive sales associate with 2 years of experience selling a diverse range of cars and vans in a thriving Martinsburg showroom. Professional and engaging interpersonal style with a talent for quickly establishing rapport and building customer loyalty. Organized and efficient with the resilience to excel in a target-driven and pressurized working environment.

Education

High School Diploma

Martinsburg High School,
Martinsburg, WV
September 2015 -June 2019

Key Skills

- ◆ Sales techniques
- Teamwork
- ◆ Detailed knowledge of automotive models and technologies
- Time management
- Customer service

Professional Experience

Automotive Sales Associate

Miller Auto Group, Martinsburg. WV | July 2019 ■ Present

- Demonstrate various car makes and models to customers and clearly communicate their features and benefits, using active Listening skills to suggest the most appropriate vehicles
- ◆ Leverage sales skills to convert 85% of inquiries to paying customers
- Build and maintain strong professional relationships with members of the public and corporate clients to secure a 75% repeat customer rate
- Remain abreast of emerging automotive technologies and seek ongoing education to ensure an authoritative and comprehensive product knowledge

Sales Associate

Bath & Body Works, Martinsburg. WV | September 2018-July 2019

- Followed a detailed brand sales model to exceed personal targets by 34% in June 2019
- ◆ Consistently achieved set quotas for gathering customers' email and telephone data
- Assisted with the creation of attractive merchandising displays to promote schemes and products
- Maintained stock records with 100% accuracy and assisted with replenishment tasks