

ELIAS E. VASQUEZ

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RESULTS-ORIENTED SALES LEADER

CUSTOMER-CENTRIC | ADAPTABLE | RESOURCEFUL | DRIVEN

Employs goal-focused customer and sales support while leveraging the innate ability to forge strong relationships, assess client needs, and determine the most proactive solutions for exceeding sales goals and generating revenue.

Self-directed professional with outstanding sales & business development capabilities. Adaptable and driven contributor who is committed to excellence and has demonstrated success in achieving organizational goals through the implementation of key sales strategies. Polished and persuasive bilingual communicator. **Strategically able to identify opportunities to enhance the client experience** and deliver measurable results well beyond expectation. Excels in Metric driven and competitive environments. **Bilingual in English and Spanish.**

HIGHLIGHT OF SKILL SET

Customer Service | Relationship Building | Consultative Sales
Networking | Revenue Generation | Leadership | Negotiation/Closing | Sales Cycle
Problem Solving | Upselling | Cold Calling | Client Relations | New Product Introduction
Strategic Planning & Goal Setting | Business Development | Bilingual Communication |

HIGHLIGHT OF SKILL SET FOR CODING

Front-end: HTML | CSS | jQuery | Javascript | Bootstrap |
Bulma | Tailwind Back-end: Node | Express | MySQL | REACT

PROFESSIONAL EXPERIENCE

SALES CONSULTANT | *Stevinson Toyota West / Stevenson Toyota East – Englewood, CO | Jun. 2018 – Present*

- Applauded as “Top Performer” within the dealership.
 - Guides customers through the entire sales process; fielding questions and driving customer loyalty
- Transitions customers seamlessly from phone/internet contact to an in-store experience.

SALES CONSULTANT | *Groove Used Cars / Groove Subaru – Englewood, CO | Mar. 2016 – May. 2018*

- Tapped as 1 of the 4 top sales consultants to move from selling new cars to used cars.
- Achieves outstanding sales results through refined product knowledge of both new and used vehicles and the employment of a consultative sales approach focused on delivering top-notch customer service.
- Applauded as “Top Performer” within the dealership.
- Guides customers through the entire sales process; fielding questions and driving customer loyalty
- Leverages a consultative sales approach to uncover customer needs and match them to the perfect vehicles to match those needs.
- Transitions customers seamlessly from phone/internet contact to an in-store experience.

SALES / LEASING CONSULTANT | *Stapp Interstate Toyota – Frederick, CO | Jan. 2016 – Mar. 2016*

- Prospected through referrals and relationship management in order to develop a future pipeline of sales.
- Followed up with customers to ensure complete satisfaction with the process and automobile selection.
- Consistently exceeded goals and surpassed client demands while generating additional revenue for the dealership.
- Expanded knowledge base surrounding the financial process, compliance matters, and proper documentation.

SALES / LEASING CONSULTANT | *Bighorn Toyota – Glenwood Springs, CO | Jan. 2015 – Oct. 2015*

- Developed a solid understanding of the sales cycle, networking, and the car sales industry.

- Delivered outstanding customer service while working to understand customer needs, overcome objections, and close the sale.

ACCOUNTANT | *Vasquez Construction Service Inc. – Glenwood Springs, CO | Jan. 2011 – Mar. 2016*

- Accurately compiled and sent invoices as well as cut payroll checks, all with the utmost confidentiality and compliance in mind.

**UNIVERSITY OF DENVER CODING BOOTCAMP
AUGUST 2022
FULL STACK CERTIFICATE**

Education