



## PROFESSIONAL SUMMARY

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More than 2 years of experience in Sales, highly motivated in boosting sales of the organization working for and building relationships with client, experienced in cold calling and giving customers definitive results

## WORK EXPERIENCE

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### **Salesperson, The Auto Store Inc, Apr 2024 - Current, North York, ON**

- Guiding customers through whole sales experience from showing the vehicle, negotiations and financing process
- Working closely with prime and sub-prime lenders, gathering documents from clients and communicating with representative of lenders
- Developing relationships with customers resulting in referrals and repeat customers
- Assisted customers in selecting the vehicle based on customer's requirements and budget
- In-depth knowledge in using dealertrack
- Using CRM for saving the client's data

### **Sales Representative, SDI Marketing, Dec 2022 - Mar 2024**

- Manage the entire sales process, from lead generation to closing deals and post-sales follow-up
- Consistently met or exceeded monthly sales targets through effective upselling techniques and product knowledge
- Trained new associates on product features, benefits, and selling techniques to enhance overall team performance
- Participated in team meetings and training sessions to share insights and contribute to a positive team culture
- Demonstrated comprehensive knowledge of credit card features, benefits, and terms to effectively communicate value propositions to customers

### **Cable Technician, Bell Canada, Oct 2022 - Current**

- Installed, repaired, and maintained cable systems for residential and commercial customers
- Utilized various cable equipment, tools, and software to ensure efficient installation and repair of cable systems
- Troubleshoot and resolved complex issues related to cable systems, including signal loss, connectivity issues, and line interference
- Communicated effectively with customers to understand their needs and provide appropriate solutions

## EDUCATION

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## SKILLS

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- Customer Service
- Sales Techniques
- Team Leader
- Communication Skills
- Microsoft Word
- Product Knowledge
- Cash Handling
- Team Collaboration
- Problem Solving
- Microsoft Excel

## LICENSE

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OMVIC licensed

## LANGUAGES

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English

French (Delf A2)

Hindi

Punjabi