

## **Christopher N. Patel**

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### **Professional Summary**

Goal-oriented sales advisor with 7 years' experience in automotive dealership sales. Expert in qualifying prospects via phone, negotiating high-value deals, and maximizing dealership revenue.

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### **Core Competencies**

- Phone Lead Qualification
  - Deal Closing
  - Upsell/Accessory Sales
  - CRM Record-Keeping
  - High-Value Negotiation
  - Pipeline Building
  - Test Drive Coordination
  - Sales Target Achievement
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### **Professional Experience**

#### **Sales Advisor**

Lone Star Motors | Dallas, TX | Mar 2017 – Present

- Closed average of 14 vehicle sales per month, with 18% up-sell rate
- Converted phone and web inquiries to test drives with 31% success
- Managed customer pipeline using DealerSocket CRM

#### **Sales Associate**

Metro Auto Group | Fort Worth, TX | Jul 2014 – Feb 2017

- Exceeded monthly target by 23% on average
  - Created follow-up call process, improving repeat sales by 12%
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## Education

A.A. in Business, Dallas College

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## Technical Skills

DealerSocket | MS Office | Excel

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## Languages

English (native), Hindi (conversational)