**Sachin Nambiar**

**Ashburn, VA**

**804-502-7312**

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**Objective:**

Dynamic and results-oriented Automotive Sales Representative with a passion for cars and a proven track record in sales. Seeking to leverage extensive experience and strong interpersonal skills to contribute to the success of Pohanka Chevrolet as an integral member of the sales team.

**Education:**

Bachelors of Commerce (Accounting) - University of Mumbai, India , 2005

**Experience:**

**Sales Associate ( Car service center and dealer)**

**Sameer Automobiles , Mumbai, India (Remote work)**

**Oct 2005 – April 2024**

Demonstrated exceptional customer service skills by assisting customers with product inquiries, providing product recommendations, and facilitating sales transactions.

Utilized effective communication and interpersonal skills to build rapport with customers and establish long-term relationships.

Consistently met and exceeded sales targets through proactive sales techniques and effective product knowledge.

Collaborated with team members to ensure a positive and efficient shopping experience for customers.

Developed and implemented sales strategies to drive revenue growth and increase market share.

Conducted product demonstrations and presentations to potential customers to highlight product features and benefits.

Negotiated pricing and terms to close sales and maximize profitability.

Provided excellent customer service before, during, and after the sales process to ensure customer satisfaction and loyalty.

Maintained accurate records of sales activities, customer interactions, and inventory levels.

**Skills:**

Strong interpersonal and communication skills

Proven track record in sales and customer service

Excellent negotiation and persuasion abilities

Proficient in Microsoft Office suite and CRM software

Ability to work effectively in a fast-paced environment.