

Dominic Young

AUTOMOTIVE FINANCE MANAGER/SALES CONSULTANT

Gorham, NH

✉ dominicyoung2015@gmail.com

Motivated salesman with 8+ years of sales experience in both cellular and automotive sales with a promotion to Finance Manager. Eager to leverage comprehensive, detail oriented experience with a proven track record to drive sales and financial success to a leading dealership.

Experience

Finance Manager

Sep. 2023 - Present

NUCAR

Gorham, NH

- Adept at analyzing customer credit profiles, negotiating financing terms, and ensuring compliance.
- Skilled in building relationships, providing exceptional customer service, and maximizing profitability.
- Proficient in finance software and staying updated on industry trends.

Sales Consultant

2021 - Present

NUCAR

Gorham, NH

- Engage with customers to understand their automotive needs and preferences.
- Negotiate sales terms, including price, financing rates, and additional product offerings.
- Provide exceptional customer service before, during, and after the sale to build long-term relationships and encourage referrals.
- Proficient use of auto dealer software such as CDK, DriveCentric, Vauto, and Vision Menu.

Activities Supervisor

2020 - 2021

MOUNTAIN VIEW GRAND RESORT & SPA

Whitefield, NH

- Delegating tasks to employees to efficiently run all resort activities.
- Create, plan, and implement fun and creative activities and events.
- Interact with guests in a fun and friendly manner to build memorable experiences for guests.

Wireless Sales Consultant

2018 - 2020

WIRELESS ZONE - VERIZON WIRELESS PREMIUM RETAILER

Littleton, NH

- Engage with customers to understand their needs and recommend appropriate products and services.
- Meet or exceed sales targets and key performance indicators (KPIs) on a consistent basis.
- Build rapport with customers to foster long-term relationships and encourage repeat business.
- Provide outstanding customer service before, during, and after the sale to enhance customer satisfaction and loyalty.

Wireless Sales Consultant

2016 - 2017

GoWIRELESS - VERIZON WIRELESS PREMIUM RETAILER

Newington, NH

- Engage with customers to understand their needs and recommend appropriate products and services.
- Meet or exceed sales targets and key performance indicators (KPIs) on a consistent basis.
- Build rapport with customers to foster long-term relationships and encourage repeat business.
- Provide outstanding customer service before, during, and after the sale to enhance customer satisfaction and loyalty.

Education

High School Diploma

2015

COLEBROOK ACADEMY

Colebrook, New Hampshire

Certifications

AUTOMOTIVE FINANCE COMPLIANCE

December 2023

DRIVER'S LICENSE - NEW HAMPSHIRE

Active

Skills

- Customer Service (10+ years)
- Sales (9 years)
- Inventory Control (4+ years)
- Microsoft Excel (3+ years)