1. Met customers on lot and in showroom to discuss available vehicles and options.
2. Supported loss prevention goals by maintaining accurate drawers and monitoring shopper behavior.
3. Offered each customer top-notch, personal service and polite support to boost sales and customer satisfaction.
4. Pursued resolutions to achieve complete customer satisfaction, including tracking down hard-to-find merchandise at diverse locations.
5. Coordinated efficient restocking of sales floor with current merchandise and accurate signage for current promotions.
6. Located desired vehicles at auctions and other dealerships.
7. Qualified buyers by matching requirements and interests to various car or truck models and discussing finance options.
8. Completed registration paperwork and sales documentation.
9. Contacted associated dealerships to locate desired vehicles meeting customer specifications.
10. Negotiated vehicle prices and secure financing for customers.
11. Achieved [Number]% of sales quota in [Year].
12. Improved customer satisfaction [Number]% through implementation of strategic improvements.
13. Directed team of [Number] sales personnel in high-volume settings.
14. Demonstrated vehicles and features, and conduct test drives.
15. Demonstrated vehicle features and conducted test drives.
16. Prepared purchased vehicles and completed final delivery checks.
17. Helped build sales team for new location by training and mentoring all members.
18. Negotiated purchase prices and explained sales, warranty and optional products.
19. Pursued existing and potential customers by phone, email and text message to generate leads and close sales.
20. Grew monthly revenue by $[Amount].