

Linda

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 linda.matthews@email.com

 Phoenix, AZ

Objective

Personable and results-oriented Car Sales Representative with 4+ years of experience helping customers find their ideal vehicle. Expert in negotiating deals, financing options, and trade-ins.

Experience

Sales Consultant

- AutoNation Honda – Phoenix, AZ

2021 – Present

- Sold over 350 vehicles in 3 years
- Consistently ranked in the top 5% of monthly sales
- Maintained customer follow-up for repeat business

Sales Associate (Used Cars)

- Sunset Motors – Mesa, AZ

2019 – 2021

- Assisted customers with test drives and financing paperwork
- Delivered monthly vehicle presentations

Education

Diploma in Automotive Sales Training

- Arizona Auto School — 2019

Skills

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- Vehicle financing
 - Trade-in appraisal
 - Customer needs analysis
 - CRM (VinSolutions, DealerSocket)