
Auto Sales Associate Resume

Job Objective

To obtain an Auto Sales Associate position that fully utilizes my experience and abilities.

Summary Skills:

Remarkable Sales experience in the automotive industry
Admirable professional personal appearance, with excellent communication skills
In-depth knowledge of federal, state and local laws pertaining to retail auto sales
Amazing ability to adhere with dealership standards
Exceptional communication, interpersonal, organizational and follow-up skills
Valid in-state driver's license and the ability to operate an automobile

Work Experience:

Auto Sales Associate, August 2005 to till date
Toyota Knoxville, Lauderdale, MS

- Sold vehicles to potential buyers and encouraged other to purchase automobile.
- Administered product description: showing vehicles, demonstrating features to walk-in customers.
- Determined what type of vehicle as well as which particular features the prospect is looking for and discussed accordingly.
- Demonstrated advantages and characteristics of suitable cars or trucks on the lot and encouraged the potential buyer for a test drives.
- Succeeded in closing a deal overcome objections, negotiating price and convincing hesitant buyers to make the purchase.
- Managed and negotiated work to continue repeat business with previous customers.

Auto Sales Associate, May 2000 to July 2005
Community Motors, Lauderdale, MS

- Assisted customers in selecting vehicle as per their requirements.
 - Maintained follow-up system and provided satisfaction to customer.
 - Ensured to abide by federal, state and local laws governing retail Automotive Sales.
 - Established income targets as per dealership standards.
 - Ensured that excellent service was provided to customers.
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Education:

High School Diploma, Carnegie Mellon University, Pennsylvania, PA

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