
Car Sales Representative Resume

Job Objective

Experienced Car Sales Representative looking for position with reputable organization.

Highlights of Qualifications:

- Huge knowledge of various car features
 - Ability to make cold-calling, customer appointments and demos
 - Ability to generate leads, tele-selling, writing proposals
 - Ability to meet and greet customers in a friendly and timely manner
 - Ability to process returns, check-ins and exit car transactions
 - Ability to cross-sell and up-sell associated items
 - Ability to maintain accurate records of orders, invoices, and bills
 - Superior interpersonal and communication skills
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Professional Experience:

Car Sales Representative
UnitedHealth Group, Seattle WA
November 2006 – Present

- Handled meet and greet, sales, financing and warranty of used vehicle.
- Marketed company products and services to current clients and prospects.
- Formulated action plans and schedules.
- Followed up on fresh leads and referrals.
- Recognized sales prospects and coordinated with them.

Car Sales Representative
DriveTime Automotive Group, Seattle WA
February 2001 – October 2006

- Nurtured current client and potential client relationships.
 - Formulated paperwork to activate and manage contract services and even handled account services.
 - Handled client concerns.
 - Outlined various status reports.
 - Coordinated about developments with the requisite company staff.
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Education:

Bachelor's Degree Marketing
Union County College, Cranford, NJ

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