
Car Sales Resume

Job Objective

Seeking for the challenging and rewarding position as a Car Sales Representative in the growing industry.

Highlights of Qualifications:

- Vast experience in finance and warranty
 - Huge experience in B2B outside sales
 - Proficient with MS Office knowledge, computer software and internet
 - Strong ability to meet sales goals and overcome obstacles
 - Excellent negotiation, interpersonal, presentation and closing skills
 - Excellent verbal and written communication
 - Excellent customer relationship skills
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Professional Experience:

Car Sales Representative
Hertz Corporation, Ridge, NY
August 2005 – Present

- Upgraded sales business plans on a monthly basis to enhance sales results.
- Presented outstanding customer service and offered customer the right product.
- Accomplished individual sales goals and customer service goals.

Car Sales Representative
W.B. Mason Company, Inc, Ridge, NY
May 2000 – July 2005

- Communicated with customers to analyze their needs and discuss vehicle options.
 - Conducted test drives to demonstrate automotive features.
 - Supported on-line customers via eSales office.
 - Followed up with current and potential customers to produce leads and close sales.
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Education:

Bachelor's Degree in Marketing, Lincoln Memorial University, Tennessee, TN

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