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## Car Sales Resume

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### Job Objective

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

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### Highlights of Qualifications:

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- 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:

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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:

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

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