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## Used Car Sales Manager Resume

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### Job Objective

Experienced Used Car Sales Manager seeking employment with reputable organization where my skills and training can be a positive contribution to company.

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### Highlights of Qualifications:

- Experience in managing sales, providing premium customer services and managing selling of all pre owned vehicles
  - Expertise working in an automotive industry
  - Operational knowledge of manufacturer specification
  - Deep knowledge of automotive finances
  - Exceptional ability to operate an automobile
  - Ability to follow up on prospective buyer
  - Familiarity in working at all weathers
  - Proficient in MS Office applications
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### Professional Experience:

Used Car Sales Manager  
Sheehy Auto Stores, Tampa, FL  
October 2008 – Present

- Managed all used cars present in dealership.
- Developed forecasts and objectives for various sales and expenses and prepared monthly and annual reports for same.
- Monitored vehicle inventory and updated it regularly.
- Updated all used sales vehicle sales persons on all advertising campaigns and sales in facility.
- Reviewed and performed appraisals on all used vehicle in facility.
- Trained sales staff in selling of used cars.
- Coordinated with Sales Manager and administered all management of inventory.
- Recorded customer data on a monthly, quarterly and yearly basis.

Used Car Sales Consultant  
Sangera Automotive Group, Tampa, FL  
August 2003 – September 2008

- Developed and maintained good relations with customers.
- Monitored and updated knowledge of used car inventory of dealership.
- Managed all used vehicles and administered working of all features and warranty status of projects.
- Organized sales lead from various sources such as phone and walk ins.
- Coordinated with Used Car Managers and ensured achievement of all department goals.
- Identified buyers and maintained good working relations with existing customers.

Used Car Sales Associate  
Barker Auto Sales, Tampa, FL  
May 1998 – July 2003

- Managed and made all sales through AutoNation Sales Process.
  - Monitored delivery of vehicle to customer and assisted buyer in understanding all operating features.
  - Ensured customer satisfaction on all sales.
  - Developed forecasts for monthly goals, developed strategies to achieve it.
  - Participated on various training sessions and attend necessary sales meetings.
  - Ensured compliance to all company policies and procedures for conducting sales.
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### Education:

Bachelor's Degree in Sales  
Johnson State College, Johnson, VT

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