



George McConaughy

Car Salesman

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PLACE OF BIRTH San Antonio

NATIONALITY American

DRIVING LICENSE Full

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01 PROFILE

A proven performer with four years experience as a Car Salesman for second-hand vehicles below the \$10 000 range. Highly knowledgeable on the technical specs for a wide range of vehicle models and makes. Excellent capability in identifying unspoken customer needs and diplomatically guiding them through the most suitable vehicle options. Familiar with various vehicle financing options coupled with a network of contacts at multiple banks offering the negotiating capacity to clients for the best interest rates on sales deals.

02 EMPLOYMENT HISTORY

Jan 2020 — Present
Estelle

Car Salesman at Premium Car Deals

Recognized as Car Salesman of The Year by hitting sales quota 20 out of 24 achieving a sales figure of \$50 000 average per month.

- Liaising with customers face-to-face, email, and via telephone
- Identify customer needs and suggest suitable vehicle models and financing options
- Arranging test drives for customers and accompany them on the excursions to explain vehicle features and driving capabilities
- Negotiating final sales prices
- Selling accessories, high-end features, and add-ons once the customer has chosen a particular vehicle
- Completing all administrative paperwork and loan applications as well as insurance agreements together with the customer
- Increasing customer database by actively prospecting for new leads on social media platforms
- Liaising with services team to facilitate car prepping and delivery schedules

Jan 2018 — Dec 2019
San Pedro

Car Salesman at ANC Fleet Sales

Secured the first bulk sale agreement for the company to the value of 200k worth of SUV's for a car hiring enterprise.

- Increasing customer database by actively prospecting for new leads on social media platforms
- Liaising with services team to facilitate car prepping and delivery schedules
- Highly knowledgeable with regards to technical specifications of cars in the dealership including driving capabilities, prominent features, and comparative benefits concerning similar models and makes
- Developing potential buyers list and remain in contact with previous customers to suggest trade-ins and provide aftersales service assistance
- Closing deals by frequently overcoming client objections

Jan 2015 — Dec 2015

Nanning

Car Salesman

Negotiated permanent preferential interest rates with two banks for a period of 18 months.

- Explaining the entire sales process to the client upfront and facilitate the process for them relating to purchase contracts, insurance provisions, maintenance schedules, warranties, financing, and premium collections
- Provide management with weekly reports regarding production activities for examples cold calls made, email campaigns sent, event marketing, deals in process and deals signed
- Attend launch parties for new vehicle models being released to network with potential customers
- Assist all walk-in customers and provide a needs analysis consultation regarding the vehicle types that will best suit their requirements as well as their budgets
- Keep abreast with updates in the automobile industry regarding regulatory compliance, new bank regulations, insurance rulings, and credit agreements

03 EDUCATION

Jan 2019 — Apr 2020

Menlo Park

University of Detroit

Bachelor Degree in Sales and Marketing

GPA: 3.8

Majors: Sales Management, Marketing Management

Minors: Communications, Accounting, Economics

Accolades: Deans Honors List

Jan 2010 — Dec 2012

Iowa City

Iowa Lakes Community College

High School Diploma

04 SKILLS

Meeting Sales Targets

Financial Administration

Scheduling

Customer Needs Analysis

Contract Negotiation

Cold Calling

Vehicle Leasing

Discounts

Insurance

Trade-In Values

CRM's
Vehicle Pricing
Social Media Marketing

NLP Techniques
Financial Needs Analysis
Knowledge of Technical Specifications

05 COURSES

Apr 2020 — May 2020

Certificate in Dealership Compliance at Automobile Association, Melville, NY

Jan 2017 — Aug 2017

Certified Sales Professional (CSP) at Mref Institute Denver, CO

06 LANGUAGES

English, Spanish

