



GEORGE MCCONAUGHEY

Car Salesman

DETAILS

Contacts

1515 Pacific Ave, Los Angeles, CA 90291, United

States

email@email.com

(541) 754-3010

Driving license

Full

Place of birth

San Antonio

Nationality

American

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.

EMPLOYMENT HISTORY

Car Salesman, Premium Car Deals, Estelle

JANUARY 2020 – PRESENT

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

Car Salesman, ANC Fleet Sales, San Pedro

JANUARY 2018 – DECEMBER 2019

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

Car Salesman, Nanning

JANUARY 2015 – DECEMBER 2015

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

EDUCATION

Bachelor Degree in Sales and Marketing, University of Detroit, Menlo Park

JANUARY 2019 – APRIL 2020

GPA: 3.8

Majors: Sales Management, Marketing Management

Minors: Communications, Accounting, Economics

Accolades: Deans Honors List

High School Diploma, Iowa Lakes Community College, Iowa City

JANUARY 2010 – DECEMBER 2012

LINKS

[Linkedin](#) [Twitter](#)

SKILLS

Meeting Sales Targets

Scheduling

Contract Negotiation

Vehicle Pricing

Cold Calling

Discounts

Trade-In Values

Financial Needs Analysis

Financial Administration

Customer Needs Analysis

CRM's

Social Media Marketing

Vehicle Leasing

Insurance

NLP Techniques

Knowledge of Technical Specifications

COURSES

Certificate in Dealership Compliance, Automobile Association, Melville, NY

APRIL 2020 – MAY 2020

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

JANUARY 2017 – AUGUST 2017

LANGUAGES

English, Spanish
