
 (555) 123-4567

 johnathan.roberts@email.com

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EDUCATION

Associate of Business Administration

Collin College, McKinney, TX

Graduated: May 2018

SKILLS

- Customer Relationship Management (CRM)
- Product Knowledge (Toyota, Honda)
- Negotiation and Closing Sales
- Upselling and Cross-selling
- Market Research and Competitor Analysis

JOHNATHAN ROBERTS

NEW CAR SALES REPRESENTATIVE

PROFESSIONAL SUMMARY

Motivated and customer-focused New Car Sales Representative with 7+ years of experience at reputable dealerships. Proven ability to exceed sales targets through strong customer relationships, in-depth product knowledge, and exceptional communication skills. Adept at identifying customer needs, presenting solutions, and closing sales.

EXPERIENCE

- March 2021 - Now

New Car Sales Representative

Toyota of North Dallas / TX

- Consistently exceed sales targets by an average of 20% each quarter, selling 300+ new vehicles per year.
- Provide expert knowledge on the latest Toyota models, including the Toyota Camry, Corolla, and RAV4, assisting customers in making informed purchasing decisions.
- Establish and maintain strong relationships with customers, resulting in a 40% referral rate.

- June 2018 - February 2021

Sales Associate

Honda Cars of Rockwall / TX

- Sold an average of 150 new vehicles annually, achieving recognition as a top performer within the sales team.
- Created tailored financing options, boosting average transaction value by 10%.
- Assisted in organizing dealership events, contributing to a 15% increase in foot traffic.

COURSES

- Toyota, 2022

Certified Toyota Product Specialist

- National Automobile Dealers Association (NADA), 2021

Sales Excellence Certification