

Car Sales Manager

PROFESSIONAL SUMMARY

Seasoned Car Sales Manager with over 14 years of experience leading sales teams, driving revenue growth, and optimizing dealership operations. Expertise in creating strategic sales plans, coaching sales representatives, and implementing performance-driven processes. Skilled in inventory management, customer retention, and market analysis.

LinkedIn: /in/vanessachitwood

EDUCATION

Bachelor of Science in Business Administration

University of Houston, TX

Graduated: May 2010

Leadership Development Program

Mercedes-Benz USA, 2019

Certified Sales Manager

National Automobile Dealers Association (NADA), 2018

SKILLS

- Sales Team Leadership Expert
- Strategic Planning and Forecasting Expert
- Inventory Management Expert
- Performance Metrics and KPIs Expert
- Customer Relationship Management (CRM) Systems Expert
- Marketing Strategy Expert

EXPERIENCE

2018 - Now

Sales Manager

Mercedes-Benz of Houston North, TX

- Lead a team of 12 sales representatives, overseeing daily operations, goal-setting, and performance management.
- Increased annual sales by 25% through implementation of targeted sales strategies, customer relationship management (CRM), and inventory optimization.
- Conduct training sessions on product knowledge, sales tactics, and customer service best practices, improving team performance and satisfaction scores.
- Develop and maintain relationships with key clients, managing large fleet sales for local businesses.

2014 - 2018

Sales Manager

BMW of North Houston / TX

- Managed a team of 10 sales professionals, consistently exceeding sales goals and enhancing team collaboration.
- Spearheaded promotional campaigns and community outreach efforts, resulting in a 15% increase in showroom visits.
- Implemented new inventory management processes, reducing excess stock by 20% and improving profitability.

2011 - 2014

Senior Sales Representative

Audi South Austin / TX

- Achieved top performance, ranking in the top 3 sales reps nationwide for Audi's Texas region.
- Mentored junior sales staff and provided feedback on best practices, contributing to overall team success.