

# AMIYA GILLIO

Automobile Salesperson

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## PROFILE

I am an experienced automobile salesperson with over 1 year of experience in the industry. I have a proven track record of success in sales and customer service, and I am passionate about helping people find the right car for their needs. I am knowledgeable about all aspects of the car-buying process, from negotiating prices to financing options, and I am committed to providing my clients with a hassle-free experience. In addition to my sales skills, I also have excellent communication and interpersonal skills that allow me to build strong relationships with customers.

## LINKS

[linkedin.com/in/amiyagillio](https://www.linkedin.com/in/amiyagillio)

## SKILLS

Communication



Customer service



Persuasion



Closing skills



Product knowledge



Negotiation



Follow-up



## LANGUAGES

English



Italian



## EMPLOYMENT HISTORY

### ● Automobile Salesperson at Ford, OH

Jun 2022 - Present

- Sold 12 vehicles in a month, setting a new record for the dealership.
- Negotiated prices with customers and successfully closed 10 deals.
- Upsold add-ons and accessories to 4 customers, increasing average sale by \$200.
- Greeted and assisted 30+ customers on the lot, generating leads for follow-up.
- Answered questions about features/benefits of various models to 20+ potential buyers.

### ● Automobile Salesperson Trainee at Chevy, OH

Aug 2021 - Apr 2022

- Achieved 100% of monthly sales goals for 3 consecutive months.
- Exceeded quotas by an average of 20% each month for 6 months.
- Consistently ranked in the top 10% of all salespeople in the company.
- Won “Salesperson of the Month” 4 times in a 12-month period.
- Helped train and develop 2 new Sales Trainees who both went on to become successful Automobile Salespeople.

## EDUCATION

### High School Diploma at St. Ignatius High School, OH

Aug 2017 - May 2021

I've learned how to manage my time, how to study for exams, and how to do research.

## CERTIFICATES

### Certified Automotive Sales Professional (CASP)

Apr 2021

### Certified Pre-Owned Vehicle Specialist

May 2019

## MEMBERSHIPS

National Automobile Dealers Association

American International Automobile Dealers Association