

Matisyn Abela

Automobile Saleswoman

✉ matisyn.abela@gmail.com

☎ (997) 345-8089

📍 2300 7th Ave N, Birmingham, AL 35203

EDUCATION

High School Diploma at Hoover High School, AL

Sep 2017 - May 2021

I have learned how to read, write, and do math.

LINKS

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

SKILLS

Communication

Customer service

Persuasion

Closing skills

Product knowledge

Negotiation

Follow-up

LANGUAGES

English

Hindi

HOBBIES

Listening to music

PROFILE

I am an experienced automobile saleswoman with over 1 year of experience in the industry. I have a proven track record of success in meeting and exceeding sales targets. I am knowledgeable about different makes and models of cars, and I use this knowledge to advise my clients on the best purchase options for their needs. I am also skilled at negotiating prices and terms of sale, as well as providing excellent customer service throughout the entire sales process.

EMPLOYMENT HISTORY

● Automobile Saleswoman at Ford, AL

Mar 2022 - Present

- Generated \$1 million in sales over the course of a year.
- Exceeded quotas by an average of 15% each month.
- Consistently ranked in the top 3 for sales among all Saleswomen at the dealership.
- Negotiated and closed 10+ deals per week.
- Upsold add-ons and extras in 80% of cases.
- Gained trust and built relationships with customers, leading to repeat business.

● Automobile Saleswoman II at Chevrolet, AL

Sep 2021 - Jan 2022

- Exceeded quarterly sales goals by 15%.
- Consistently ranked in the top 3 for monthly sales.
- Increased customer satisfaction ratings by 10%.
- Led team of 4 salespeople to reach collective goal of \$1 million in annual revenue.
- Negotiated discounts with vendors that saved the company \$5,000 per year.
- Wrote and implemented a new training program for new hires that decreased turnover rates by 20%.

CERTIFICATES

Certified Sales Professional (CSP)

Oct 2020

Certified Automotive Sales Specialist (CASS)

Jun 2019

MEMBERSHIPS

National Association of Women Sales Professionals

Women in Automotive