

Yana Swab

Car Salesperson

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📍 1234 Broad Street, Augusta,
GA 30901

Education

High School Diploma at Georgia Institute of Technology

Sep 2016 - May 2021

I've learned how to effectively communicate with others, how to manage my time wisely, and how to think critically.

Links

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

Skills

Sales skills

Product knowledge

Persuasion

Closing techniques

Objection handling

Customer service

Negotiation

Languages

English

German

Profile

I am a car salesperson with over 1 year of experience in the industry. I have a proven track record of success in sales, and I am passionate about helping my customers find the right vehicle for their needs. I am knowledgeable about all makes and models of cars, and I keep up to date on the latest changes in the automotive market. I excel at building relationships with customers and providing them with outstanding customer service. In my previous position, I was recognized as the top salesman three months in a row. My goal is to continue exceed expectations by finding each customer the perfect car for their budget and lifestyle

Employment History

Car Salesperson at Carmax, GA

May 2022 - Present

- Sold an average of 10 cars per month, totaling \$120,000 in sales.
- Consistently achieved high customer satisfaction ratings, with an average rating of 4.5 out of 5.
- Exceeded quotas for new car sales by an average of 20% each month.
- Upsold customers on additional features and services 50% of the time.
- Negotiated successful deals with customers 95% of the time.

Car Salesperson Trainee at Volkswagen of Athens, GA

Jul 2021 - Mar 2022

- Exceeded sales goals by 25%.
- Consistently ranked in the top 3 for customer satisfaction.
- Negotiated and closed 10+ deals per month.
- Upsold additional products and services to increase revenue.
- Developed strong relationships with customers resulting in repeat business.

Certificates

Certified Sales Professional (CSP)

Nov 2020

Certified Automotive Sales Manager (CASM)

Nov 2019

Memberships

National Association of Realtors

National Automobile Dealers Association