

Janaya Laudenbach

Car Saleswoman

Profile

I am a car saleswoman with over three years of experience. I have successfully closed deals with customers and helped my team reach our monthly targets. I possess excellent communication skills, which helps me understand customer needs and offer the best solutions. My negotiation skills are also top-notch, allowing me to get the best prices for both the company and the customer. In addition, I have a strong work ethic and take pride in my results.

Employment History

Car Saleswoman at Hertz, OH

Jun 2022 - Present

- Sold an average of 10 cars per month, totaling \$120,000 in sales.
- Consistently achieved high customer satisfaction ratings, averaging 4.5 out of 5 stars.
- Demonstrated expert product knowledge and successfully upsold customers to more expensive models on numerous occasions.
- Went above and beyond for customers by staying late or coming in early as needed to accommodate their schedules.
- Negotiated favorable terms with car dealerships to get the best prices for inventory.

Car Saleswoman II at , OH

Jul 2019 - May 2022

- Exceeded sales goals by 15%.
- Closed an average of 12 deals per month.
- Managed a team of 4 car salesmen.
- Negotiated with customers to close deals.
- Consistently provided excellent customer service.

Education

High School Diploma at Ohio State University, OH

Aug 2015 - May 2019

I've learned how to study for and take tests, how to do research, and how to write papers.

Certificates

Certified Sales Professional (CSP)

Jan 2021

Certified Automotive Sales Manager (CASM)

Nov 2019

Memberships

National Association of Women Sales Professionals

Women in Automotive

Details

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Links

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Skills

Sales

Customer Service

Communication

Persuasion

Closing Skills

Product Knowledge

Negotiation

Languages

English

Dutch

Hobbies

Horseback riding

Golf

Skiing