**Johannes Galesburg**
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**A. Summary**

A result-oriented car salesman with over a decade of experience in selling both used and new vehicles. I have excellent skills in bringing customers to the table and closing deals. I have proven leadership skills and the ability to help fellow team members achieve the set targets. Seeking to take the next step in the auto sales business with a reputable dealership that is dedicated to delivering high-quality services to customers.

**B. Working Experience**

**3/2006 - 6/2016 - Supercar Motor Dealership Houston, Texas**

**Responsibilities**:

* Cultivate lasting relationships with new and existing customers to generate sales for the dealership;
* Engage in negotiations with customers to close deals by presenting to them all available options;
* Follow up on warm internet leads for new and used vehicles of different types;
* Regularly design promotions for new and existing customers to entice them to make purchases from the dealership;
* Conduct research on current trends and new marketing approaching that would help drive sales up;

**Achievements**:

* Managed to uncover data trends, through research, that helped to boost sales at the dealership;
* Successfully studied for and attained Toyota dealership certification;
* Was promoted to the head of the sales team in recognition of my dedication to closing sales;
* Managed to close numerous sales on new and used vehicles of different models;
* Was able to convert a huge number of online deals through follow up calls and emails;

**4/1999 - 7/2005 - Bestmachines Dealership, Lansing, Michigan**

**Responsibilities**:

* Compiling sales data to be used for developing strategic sales strategies for the company;
* Heading a small team of car salesmen to close as many deals as possible daily;
* Cultivating a long lasting business relationship with the dealership’s customers;
* Conducting follow-ups via phone calls and emails on warm leads;

**Achievements**:

* Was able to lead a team of four salesmen into almost doubling annual sales in three years;
* Managed to incorporate the use of internet into the business strategy, especially through follow-up emails;

**C. Education and Academic Training**
Bachelor of Science: Business Management – University of LA, California -1998
Toyota Training Certificate
Professional Sales Certificate

**D. Job-Related Skills**

* Ability to make sales even to the toughest customers;
* Great leadership skills;
* Decisiveness when it comes to adopting a new strategy;

**E. General Skills**

* Great people skills;
* Strategic negotiator;
* Awesome follow-up skills;