

George Smith's Resume

Auto Sales Manager

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Profile Summary

Dynamic and results-driven Auto Sales Manager with over a decade of experience leading top-performing sales teams and improving profitability in competitive markets. Adept at implementing innovative sales strategies and enhancing customer experience to maximize revenue and achieve targets. Recognized for exceptional leadership skills and the ability to cultivate productive relationships with clients and team members.

Work Experience

Senior Auto Sales Manager

Springfield Automotive Group
1st March, 2015 - Present

- Led a sales team of 15 members to achieve a 25% increase in annual revenue, reaching \$10 million in sales by implementing targeted marketing strategies.
- Reduced customer complaints by 30% through the introduction of a comprehensive training program focused on customer service excellence.
- Negotiated partnerships with key manufacturers, which resulted in a 15% savings on procurement costs.

Auto Sales Manager

Midwest Motors
1st June, 2010 - 28th February, 2015

- Increased showroom foot traffic by 40% through community outreach and promotional events.
- Achieved the highest regional sales ranking in 2014 by surpassing quarter sales targets by 20%.
- Mentored and coached new sales associates, 70% of whom achieved top sales status within their first year.

Education

University of Illinois Urbana-Champaign

Bachelor of Business Administration
1st September, 2005 - 31st May, 2009

Skills

Sales Strategy, Team Leadership, Negotiation, Customer Relationship Management,
Market Analysis, Time Management

Notable Projects

Customer Experience Enhancement

Led a cross-functional project aimed at improving customer satisfaction by redesigning the sales process, resulting in a 35% increase in customer satisfaction scores over 12 months.

Certifications

Certified Sales Manager

Issued by National Auto Dealers Association, 1st September, 2020

Awards

Top Performer Award

Awarded by Springfield Automotive Group, 15th March, 2018