

FINANCE AND SALES CONSULTANT

Professional Summary

Finance and Sales with management training experience and exceptional people skills. Versed in strategic leadership roles and responsible for training small groups of new hires. Desires a challenging role as your Finance and Insurance Manager.

Core Qualifications

- Over 15 years of supreme Customer Service.
- Real Estate and Vehicle Sales.
- Training and Mentoring several Sales Consultants
- Trained in Management Roles.
- Finance expert
- 94% finance approval rate.
- 85% closing rates.
- 100% Up sells on products and services.

Experience

Finance and Sales Consultant

January 2015 to January 2016 Company Name - City , State

- Direct contact for customers Looking to Finance their Newly purchased vehicles.
- Having a strong ability to discuss Finance decisions and making tailored recommendations for the best offer that fits their situation.
- In direct contact, when needed, with our different lenders to assist in closing.
- Planned and executed a class of four New Hires Training them in the art of Sales and Finance and later Training and mentoring another while maintaining my average Sales and finance records.
- Held daily meetings with New hires discussing opportunities within Sales and Finance Scheduled meetings with Co-workers to come up with plans to better themselves with the company and working together to enhance their successes.
- In the process of being trained in Management When needed would act as Assistant Sales Manager helping Sales Consultants with selling and explaining finance decisions and to Customers to assist in closing the sale.
- Point of contact when customers Enter and Exit the store.
- Explaining how our facility operates.
- Adding and deleting Customers on our wait lists and putting them at ease with our wait times.
- Making Observations for our Sales associates to maintain good enthusiasm and excitement within their job descriptions.
- Recommending down payments and other forms of collateral to assist in selling the offer having the knowledge of the different banks that will work with challenged credit and what advice to give to better allow the customer to understand their situation.
- Maintaining an average of 85% Closing rate.
- Documented Extended Service Plan up sells of 100% for a straight 2 Months and counting.
- The ability to hold a 75% up sell ratio on "Gap Insurance".

Sales Associate

October 2013 to January 2015 Company Name - City , State

- Identifying each vehicle to tailor to the Customers needs and wants.
- Monitored prep of vehicles and their timely delivery.
- Working Directly with Management to ensure vehicle is sold.
- Answering email leads and answering the phone to assist in developing Car Sales.
- Increased sales by 20% over a two-year period.
- Large customer referral base with exceptional Repeat Customers.
- Maintained an average of 15 cars a month.
- Working with Co-workers to ensure great Customer Service.
- Having the ability to counsel Customers in their decisions to purchase.

Real Estate Agent

September 2013 to December 2014 Company Name - City , State

Sellers Agent -

- Advertising and Marketing Own Real Estate Business under a Broker Name
- Creating a large Client base From Networking and constant Calls and Mailings
- Listing homes on The M.L.S and other Real Estate based advertisements.
- Holding a 30 day close rate for 2 years in row.
- Negotiating with other Buyers Agents in the Sale of my Clients Home.
- Discussing pricing with my client that is in their best interest.
- Hold "Open Houses" and accepting offers from potential Buyers.
- Present on the Day of closing with my client and making sure all Title work is complete.
- Assisting Investors in Listing their homes for Sale or Rent.

Buyers Agent-

- Making cold calls to Clients in our database to persuade in becoming their Agent.
- Discussing Finance opportunities and know what banks will work with their current situation.
- Counseling Clients on the best price of their home and how to maintain their mortgage payments.
- Searching for homes that fit the Clients needs and wants and budget.
- Making appointments to show homes and becoming very knowledgeable of them.
- Staying organized to ensure better Customer service.
- Having great relationships with Loan officers and Bankers to ensure great deals for my Clients as needed.

Education

Associate of Science : Business Management , 2012 Prince George's Community College - City , State

Deans list awards and recognitions.

Real Estate Agent Licensure : Real Estate Sales , 2011 Long and Foster Continuing Education - City , State

MAR- Maryland Associations of Realtors

PAR- Prince George's County Realtor

REALTOR

NAR- National Associations of Realtors

PMA-Property Management Association

Professional Affiliations

Skills

Advertising, Making appointments, art, Closing, Counseling, Credit, Clients, Customer Service, Databases, Email, Filing, Finance, forms, Insurance, Marketing, meetings, mentoring, Negotiating, Networking, pricing, Real Estate, Selling, Sales Manager.