




# Emma Harris

Automotive Sales Consultant

Automotive sales consultant with six years of experience delivering exceptional customer service and surpassing sales targets. Adept at building strong client relationships and providing in-depth product knowledge to meet customer needs. Skilled in closing high-value deals.

## CONTACT INFORMATION

 (555) 876-5432

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 Detroit, MI

## KEY SKILLS

- Customer needs analysis
- High-value deal negotiation
- Product presentations
- Sales closing techniques
- Upselling

## PROFESSIONAL EXPERIENCE

September 2017 - Present

**Automotive Sales Consultant** | Speed Motors | Detroit, MI

- Exceeded sales quotas by 25% annually through effective customer engagement and upselling techniques
- Closed over 150 high-value deals in 2022, contributing \$3 million in annual revenue
- Delivered detailed product demonstrations, increasing client satisfaction by 30%

June 2015 - August 2017

**Sales Associate** | MotorHub | Lansing, MI

- Increased customer retention by 20% by providing personalized service and follow-ups
- Trained new hires on product knowledge and sales techniques, improving team performance

## EDUCATION

**Michigan State University** | East Lansing, MI

Bachelor of Science (B.S.) in Marketing | May 2015