






LIAM EDWARDS

CONTACT

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KEY SKILLS

- Luxury automotive sales
- Consultative selling techniques
- Client engagement
- Financing and leasing solutions
- Product demonstrations

CERTIFICATION

- Luxury Automotive Sales Certification, National Automotive Sales Association, December 2014

ABOUT ME

A luxury automotive sales specialist with 10 years of experience within the premium vehicle market, specializing in consultative selling, client relations, and deal negotiation. A proven track record of delivering comprehensive sales presentations and educating high-value clients on luxury brands, including Tesla, Lexus, Audi, Porsche, and Lamborghini.

PROFESSIONAL EXPERIENCE

Luxury Car Sales Specialist

Miami Prestige Motors, Miami, FL | February 2018 - Present

- Achieve sales of up to \$870,000 per year for a luxury car dealership, exceed monthly quotas by 23% to 34%, and consistently maintain a 24% close rate
- Deliver tailored vehicle recommendations to high-net-worth clients in alignment with individual preferences and needs
- Conduct test drives and product demonstrations to educate clients on the benefits and features of electric, hybrid, and conventional vehicles, resulting in a 93% satisfaction score and a 28% repeat business rate

Luxury Car Sales Consultant

Palm Beach Elite Autos, West Palm Beach, FL | June 2014 - January 2018

- Generated over \$720,000 in annual revenue and achieved 129% of year sales goals by delivering exceptional service to clients seeking premium automotive solutions
- Provided outstanding post-sale support to ensure customer success, increasing repeat business by 18% through proactive follow-ups and exclusive service offers
- Conducted market research to expand product knowledge of upcoming models and new features to enhance the customer experience

EDUCATION

Bachelor of Business Administration (B.B.A.)

University of Miami, Miami, FL | May 2014