



# Jessica Patel

Automotive sales representative with 10+ years of experience selling new and used vehicles. Skilled in building long-term client relationships, negotiating financing options, and achieving dealership revenue goals. Adept at leveraging product knowledge to match customers with the perfect vehicle.

## CONTACT

- (555) 876-5432
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- LinkedIn | Portfolio
- Atlanta, GA 30303

## EDUCATION

Bachelor of Business Administration  
Georgia State University  
May 2013

## KEY SKILLS

- CRM
- Financing and leasing negotiation
- Lead generation
- Market analysis
- Sales forecasting

## PROFESSIONAL EXPERIENCE

Automotive Sales Representative | Speedy Motors, Atlanta, GA  
March 2017 - Present

- Increased dealership revenue by 40% through upselling premium packages and fostering repeat customer relationships
- Closed over 100 vehicle sales annually, achieving a 120% quota attainment rate
- Trained 10 junior sales associates, enhancing team productivity and knowledge of financing options

Sales Associate | FastLane Autos, Savannah, GA  
May 2013 - February 2017

- Maintained a 95% customer satisfaction rating by providing personalized consultations and exceptional after-sales support
- Generated leads through networking and referrals, contributing to a 20% increase in new customer acquisitions
- Negotiated financing and leasing deals, ensuring compliance with dealership policies and customer satisfaction