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ALLISON ROSENBERG

An automotive sales representative with four years of experience, specializing in consultative selling, customer service, and lead generation. A proven track record of delivering personalized customer experiences and exceeding annual quotas. Adept at conducting engaging product demonstrations and identifying financing options to achieve close rates of up to 26%.

KEY SKILLS

- CRM
- Consultative selling
- Financing and warranty presentation
- Lead generation
- Product demonstrations

EDUCATION

High School Diploma

Concord High School,
Concord, NH
2018

PROFESSIONAL EXPERIENCE

Automotive Sales Representative | Granite State Motors, Concord, NH

March 2021 – to present

- Generate over \$370,000 in annual vehicle sales by leveraging consultative selling techniques and recommending automotive solutions based on individual client needs
- Achieve 129% of quota in 2023 and maintain close rates of up to 26% year over year by upselling service plans and delivering engaging vehicle presentations
- Build long-term customer relationships centered on transparency with a 52% repeat client rate by delivering exceptional post-sales support

Car Sales Associate | North Star Auto Group, Manchester, NH

August 2018 – February 2021

- Exceeded monthly sales quotas by 27% to 40% and generated over \$290,000 in annual sales revenue, and increased lead generation by 18% by planning outreach events and supporting online marketing initiatives
- Delivered comprehensive and transparent product demonstrations to customers, contributing to a 24% close rate and a 91% customer satisfaction score

CERTIFICATIONS

- Certified Professional Salesperson (CPS), NASP | 2021
- Automotive Sales Certification, NADA | 2018