



BRIANNA ORTIZ

Car Salesman

Recent business graduate and former retail lead stepping into automotive sales. Strong with first impressions, product knowledge, and follow-through. Completed dealer-sponsored sales training and ready to build a book from internet leads and floor ups.

CONTACT INFORMATION

-  (480) 555-0188
-  brianna.ortiz@example.com
-  Tempe, AZ 12345

KEY SKILLS

- Floor ups and customer greetings
- Product walk-arounds
- Internet lead follow-up
- VinSolutions CRM
- Test drive routes
- Trade-in conversations
- Microsoft Office and Google Workspace
- Bilingual: English/Spanish

PROFESSIONAL EXPERIENCE

2024 - Present

Sales Consultant, Cactus Valley Hyundai, Tempe, AZ

- Delivered 9 units in my first full month after training, beating the new-hire ramp goal of 6.
- Greet 8-12 floor ups per shift and lead walk-arounds on Tucson, Santa Fe, and Elantra inventory.
- Respond to BDC-routed internet leads within 5 minutes and book roughly 4 appointments a day.
- Log every customer interaction in VinSolutions and run a daily orphan-owner call list.

2022 - 2024

Shift Lead, Verde Outfitters, Tempe, AZ

- Coached a team of 6 associates on upselling accessories and finishing the sale at the register.
- Ranked in the top 10% of associates company-wide on attached-sale rate.
- Handled return and price-match conversations without escalating to the manager.

EDUCATION

Bachelor of Science, Business Marketing, Arizona State University, 2024

Hyundai Sales Certification, 2024