

# ingenia

## CANDIDATE SUMMARY

Reference 4407

If this person appears suitable for a position within your company, please call 0191 4155010.

### PROFILE:

- **We guarantee this candidate has been interviewed.**
- Has worked in the motor trade for around 17 years and has experience of:
  - Ford, Volvo and Rover franchises.
  - Prospecting for the business.
  - Meeting and greeting customers.
  - Qualifying customer needs.
  - Carrying out static and mobile demonstrations.
  - Appraising part exchange vehicles.
  - Presenting deals (including finance and products).
  - Completing demands and needs documentation.
  - Completing order/finance documentation.
  - Progressing vehicles through prep.
  - Pushing lines for vehicle prep.
  - Handovers.
  - Post sale follow ups.
- Generally good with computers and has experience with Kerridge and a range of other systems.
- Considers himself dependable, honest and a team player.

### CAREER:

- 03/07 - Date - New and Used Car Sales Executive - (Franchised dealership).
- 05/06 - 07/07 - Sales Executive - (Franchised dealership).
- 03/03 - 04/06 - New and Used Car Sales Executive - (Franchised dealership).
- 05/01 - 02/03 - New Car Sales Executive - (Franchised dealership).
- 2000 - 2001 - Customer Service Team Manager - (Call centre).
- 1977 - 2000 - Engineering Apprentice - Telesales Manager - (Telecoms company).

### TRAINING:

- Various Dates: - Sales courses - (Certificates not seen).
  - Telephone techniques - (Certificates not seen).
  - Product Presentation - (Certificates not seen).
  - Hybrid course - (Certificates not seen).

### PERSONAL:

- Status: Male, Married, 1 Child.
- Resides: Sunderland area.
- Driving licence: Full.
- Interests include: Holidays and DIY.

### POSITIONS OF INTEREST:

- Car Sales Person.

### SALARY EXPECTATION:

- OTE £30k+.