Kenneth A. Armstrong

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**Objective:** Seeking the position of a car salesman and opportunity to grow within a successful business.

**Summary:** Exceptionally gifted Car Salesman with experience in new and pre-owned vehicle sales. Skilled in strategically negotiating deals and transforming internet prospects into in-store sales to achieve sales targets. Proven leadership skills that help team members achieve individual sales, enhance customer service, and drive business goals. Looking to take next career step in automotive sales and leadership with a respected dealership dedicated to delivering high quality service and building relationships with customers.

**Professional Experience:**

**Prime Honda of West Roxbury** *9/2016 – Current*

Sales - sell New & Used products, goods and services to customers. Sales representatives work with customers to find what they want, create solutions and ensure a smooth sales process. Will work to find new sales leads, through business directories, client referrals, etc.

**Boch Toyota of Norwood Ma** *12/2015 - 9/2016*•Cultivate relationships with new customers to achieve sales objectives and provide insight into new products, features, and options.

 •Strategically negotiate with customers to close on deals and increase sales; personally work deals, interest rates, leases, and calculate financial requirements prior to obtaining approval from dealership manager and finance manager.

 •Qualify and follow up on Internet leads regarding new and pre-owned vehicle availability, price, and options.

•Maintain contact with customers via email, phone calls, and regular updates on promotional offers.

**99 Restaurant / Kitchen Lead Chef:** *8/2009 - 12/2015*

Followed proper food handling methods and maintained correct temperature of all food products. Consistently produced exceptional menu items that regularly garnered diners praise.

**Education:** Toyota Training Certificate, Toyota Leadership Training, and Professional Selling Training.

**References:** Available Upon Request