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1292 Wentworth Drive  
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## PROFILE

From the time I started my first sales job in 2015, I've navigated through the fast-paced world of auto sales, leaving a trail of exceptional results and innovative marketing strategies. As a natural leader and sales strategist, my approach blends a deep passion for the art of selling with a keen eye for market trends and customer needs. I am dedicated to elevating sales teams by leveraging my flair for personal branding and marketing to drive unprecedented growth.

## EXPERIENCE

### **Client Relationship Specialist, TLC Landscaping; Jan 2023 - Present**

Develop and maintain client and vendor relationships

Ensure customer satisfaction with recurring services

Operate various types of heavy machinery

### **Sales Professional, Newton Nissan; Sept 2022 - Jan 2023**

Drove sales growth by building relationships and providing detailed insights into vehicle features and options

Excelled in negotiations, boosted sales, effectively handled inbound leads

Developed and maintained a proactive communication plan with clients

### **Sales Manager & Finance Director, Nelson Mazda; Sept 2018 - Sept 2022**

Improved sales processes, mentored staff, and fostered key customer relationships

Managed the F&I departments of two stores, leading teams focused on client advocacy and regulatory compliance

Developed lender relationships, promoted aftermarket products, and ensured efficient deal funding and a clean CIT (Contracts In Transit)

### **Finance Manager, Wholesale Inc.; February 2015 - Sept 2018**

Gained extensive knowledge in the car business

Passed VSC and GAP KPIs consistently

Attained and exceeded PVR target regularly

Focused on converting external financing to in-house

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