

David Martinez

Professional summary

Energetic and persuasive Automotive Sales Associate with expertise in helping customers find the perfect vehicle. Adept at negotiating deals, explaining financing options, and building long-term client relationships. Passionate about delivering top-tier customer service and enhancing the car-buying experience.

Experience

Sales Associate

September 2025 - Now

Ford Dealership / Houston, TX

- Greet customers and guide them through the car-buying process, providing tailored vehicle recommendations.
- Conduct test drives, clearly explaining vehicle features, benefits, and advantages.
- Negotiate vehicle prices and financing terms to secure customer satisfaction.
- Maintain up-to-date knowledge of current promotions, rebates, and manufacturer incentives.
- Build and sustain long-term relationships with clients through exceptional service and follow-ups.

Sales Intern


June 2024 - August 2024

Toyota Dealership / Houston, TX


- Assisted senior sales team in guiding customers through product selection and financing options.
- Provided product information and answered customer questions regarding various vehicle models.
- Supported the sales team in organizing test drives and vehicle presentations.
- Ensured customer satisfaction by addressing concerns and facilitating post-sale services.

Additional Information

- Availability:** Flexible schedule, including evenings and weekends
- Driving License:** Clean driving record

 (713) 555-6789

 david.martinez@gmail.com

 United States, Houston, TX

Education

High School Diploma

Houston High School

Graduated: May 2023


- Relevant Coursework: Business, Marketing, and Sales
- Member of the student business club


Certifications


- Certified Automotive Sales Professional** – National Auto Dealers Association (NADA), Issued October 2024
- Customer Service Excellence Certificate** – American Marketing Association, Issued June 2024

Skills


Sales Negotiations 

Customer Relationship Management (CRM) 




Knowledge of Financing Options 

Test Drive Coordination 

Persuasive Communication 

Product Knowledge & Demonstration 

Hobbies

-  Automotive Enthusiast
-  Fitness
-  Traveling