

Edward Shaker

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Summary

Results-oriented and motivated graduate student with three years of sales experience. Highly driven and excel in communicating with people. Committed to exceeding sales and portfolio management goals.

Skills

- Three years of vehicle sales experience
- Compelling leadership skills
- Successful portfolio management
- Excellent Communication
- Lead Generation

Experience

Shaker Automotive Group Watertown, CT

Sales Consultant May 2014 – Aug. 2017

- Led sales floor consistently starting from my first year
- Averaged 19-22 cars per month (roughly 35 percent of total dealership sales)
- Trained in negotiations and time management.

Internet Sales Manager May 2017 to April 2018

- Led sales calls with team members to establish sales and customer retention goals.
- Grew firm customer base by 40% in three month span
- Determined merchandise price schedules and discount rates

Sales Manager May 2018 – Current

- Collaborated with each associate to establish monthly sales goals
- Efficiently addressed customer issues to ensure quick and successful resolution
- Monitored customer preferences to determine focus of sales efforts

Education and Training - Florida State University Class of 2018

- 3.592 Cumulative GPA
- Bachelor of Science Degrees in Finance and Management
- Deals List: Fall 2014 – Fall 2016, Spring 2018
- President's List, Spring 2017 (4.0 GPA)

Activities and Honors

- Active in The National Society of Collegiate Scholars and Phi Eta Sigma National Honor Society
- Active portfolio management
- Certified private pilot

