

Abdul-Jabbar Ullah

07939148000	abduljabbarullah@gmail.com	14 JonesPoint House, Ferry Court, Cardiff CF11 0JF
09.07.1980		

Motivated sales professional with years of experience in the automotive industry. Demonstrated success in building relationships with customers and delivering a high-quality customer experience. Proven track record of selling cars at or above goal and providing superior customer service.

SKILLS

- Aftermarket products
- Vehicle auctions/ Pre-owned vehicles
- Test drives
- Contract negotiation
- Marketing
- Leasing options
- Warranty requirements
- Consultative techniques
- Negotiation and sales strategy
- Negotiation strengths
- Sales strategies

- **WORK HISTORY**

CAR SALESMAN

Caerphilly Autos

Caerphilly

July 2018 - March 2024

- Learned names and details of frequent customers, delivering top-quality experiences for impo guests.
- Updated display signs with current product information and special messages to help drive sal
- Minimised product waste with use of proper stock rotation procedures.

Cardiff, WALES

February 2011 - June 2018

USED CAR SALESPERSON

Car specialistz LTD

EDUCATION

DIPLOMA

Cardi f college, **Cardidd**

CERTIFICATE OF HIGHER EDUCATION IN AUTOMOTIVE ENGINEERING

University of Wales Trinity Saint David, **Cardi f**

QUALIFICATIONS

-
- Level 2 Food Hygiene

REFERENCES

References available upon request

Khan Motors LTD

Job Title

Car sales associate at our branch in Cardiff, Hadfield Road. (Full Time)

Terms

Permanent contract

Salary Rate

£18/hour and commission paid on every successful sale. (Commission rate varies on the type of car sold).

Description

We are seeking a dedicated and results-driven Car Salesman to join our dynamic automotive sales team. The successful candidate will play a pivotal role in providing exceptional customer service while promoting and selling a wide range of vehicles to meet our customer's needs. This position requires excellent interpersonal skills and a strong understanding of the automotive market to effectively communicate product features and benefits. The Car Salesman will handle building and maintaining customer relationships, showing vehicles, and conducting sales presentations. Our ideal candidate is goal-oriented and possesses a passion for automobiles, with a commitment to achieving sales targets and contributing to the overall success of our dealership. This role offers an exciting opportunity for career growth in a collaborative and fast-paced environment. Candidates should expect a challenging yet rewarding experience that emphasises professional development, competitive compensation, and teamwork. If you thrive in a customer-centric atmosphere and are eager to make a mark in the automotive industry, we encourage you to apply for this engaging opportunity as a Car Salesman.

Responsibilities/ Roles

- Engage with customers to understand their automotive needs and preferences.
- Demonstrate vehicles and explain features, specifications, and benefits.
- Conduct thorough sales presentations to convert leads into sales.
- Build and maintain long-term relationships with customers to encourage repeat business.
- Utilise effective negotiation skills to close sales and achieve sales targets.
- Stay updated on automotive trends and competitor activities in the market.

- Collaborate with the finance team to assist customers with financing options and trade-in evaluations.

Requirements/ Qualifications

- Proven experience in sales, preferably in the automotive industry.
- Strong communication and interpersonal skills with the ability to build rapport with customers.
- Excellent negotiation and closing skills.
- In-depth knowledge of vehicle features, specifications, and automotive technologies.
- Ability to work in a fast-paced environment and adapt to changing customer needs.
- A valid driver's license and a clean driving record.
- Strong organisational skills and attention to detail.
- Level 2 in Automotive studies

Benefits

- Commission Paid on every successful sale
- Holiday pay/ sick pay
- Staff privileges – Taking a car of choice home for a week every single month
- 25% off on purchases made at Quikfit
- 20% off at Nando's

Cover letter

Abdul-Jabbar Ullah

abduljabbarullah@gmail.com

Hiring Manager
Khan Motors LTD
Hadfield Road
Cardiff

Dear Hiring Manager,

I am writing to express my interest in the Car Sales Associate position at Khan Motors LTD, as advertised. With a strong background in sales, a passion for automobiles, and a dedication to providing exceptional customer service, I am confident that I can make a positive contribution to your dynamic sales team.

Throughout my career, I have developed valuable experience in sales, where I consistently exceeded targets by engaging with customers to understand their needs, demonstrating products effectively, and using my negotiation skills to close sales. I believe my ability to build strong customer relationships and my enthusiasm for the automotive industry make me an ideal candidate for this position.

Having a keen interest in vehicles, I stay informed about the latest trends and technological advancements in the automotive industry, which allows me to confidently educate customers on the features, benefits, and specifications of different models. My goal is always to help customers make informed purchasing decisions that meet their individual needs and preferences.

I am particularly drawn to Khan Motors LTD because of your focus on professional development, competitive compensation, and the opportunity to be part of a team that thrives in a fast-paced, customer-centric environment. The benefits, such as commission on sales, staff privileges, and discounts, are an added incentive, and I believe they align well with my own values of providing exceptional service and working toward shared success.

I am excited about the prospect of contributing to the continued success of Khan Motors LTD and would welcome the opportunity to discuss how my skills and experience can support your team. Thank you for considering my application. I look forward to the possibility of working with you.

Sincerely,
Abdul-Jabbar Ullah