



Devon Young

Online Car Sales Specialist

Digital-first Sales Specialist with a focus on e-commerce and online auto retailing

Online Sales Professional with 5+ years of experience managing web-based car sales and customer outreach. Experienced in live chat platforms, virtual tours, and remote deal structuring. Adept at guiding online buyers through the full sales cycle—from first inquiry to delivery.

PERSONAL INFORMATION



(555) 929-8877



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Orlando, FL 32801

KEY SKILLS

- Online inventory management
- Virtual walk-arounds
- Lead follow-up
- CRM systems (DealerSocket)
- Chat platform engagement

Professional Experience

ONLINE SALES SPECIALIST | SUNSTATE AUTO MALL | ORLANDO, FL
MARCH 2021 - PRESENT

- Managed 100+ online leads per week with a 40% conversion rate
- Created personalized video walkthroughs for remote buyers, increasing engagement by 35%
- Coordinated home delivery service, reducing buyer drop-off by 20%

SALES SUPPORT SPECIALIST | AUTODIRECT.COM | KISSIMMEE, FL
AUGUST 2019 - FEBRUARY 2021

- Responded to live chat inquiries and converted browsing visitors into test drive appointments
- Maintained online listings and updated pricing daily based on inventory status

Education

- Bachelor of Science in Marketing
University of Central Florida, Orlando, FL | 2019