



Sam Wright

Automotive Sales and Leasing Consultant

PERSONAL INFORMATION



(555) 656-5656



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Denver, CO 80202

KEY SKILLS

- Sales and leasing strategy
- F&I coordination
- Lead conversion
- Client education
- CRM tracking

EDUCATION

Bachelor of Arts in Economics
University of Colorado, Boulder, CO | 2014

ABOUT ME

Versatile Sales and Leasing Consultant with strong F&I collaboration and client service focus

Experienced Sales and Leasing Consultant with 9 years of experience helping clients find flexible purchase or lease options. Adept at managing deals from start to finish, building relationships with returning buyers, and coordinating closely with F&I to close deals smoothly.

PROFESSIONAL EXPERIENCE

Sales & Leasing Consultant | April 2019 - Present
Mountain Peak Motors | Denver, CO

- Closed 400+ lease and finance deals over 4 years with a 92% satisfaction rating
- Educated clients on lease-end options, increasing renewal rate by 30%
- Collaborated with the F&I team to streamline workflow and reduce contract errors

Auto Sales Associate | July 2014 - March 2019
Centennial Auto Mall | Denver, CO

- Exceeded monthly sales targets for 28 consecutive months
- Built a client retention strategy that led to 20% of sales coming from referrals