

ROBERT N. WINING

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SALES NEGOTIATION | MARKET ANALYSIS | CUSTOMER CONFIDENCE

Sales Professional and Military Veteran proven experience in the United States Navy. Accomplished measurable results while leading teams of 20+ in a dynamic, fast - paced environment. Possess a comprehensive background in customer service, sales negotiation and up sales. Managed risk upon multiple lines to protect assets, property, and equipment valued over \$3M while exceeding the expectations of senior leadership. Career supported by Elite Sales Certification and the active pursuit of coursework in Front End Web Development / Python programming to streamline service delivery for clients.

- Price Negotiation
- Lead Generation
- Market Trend Analysis
- Customer Relations
- Training & Development
- Policy Implementation
- High-Volume Sales
- Client Communication
- Metric-Based Reporting

PROFESSIONAL EXPERIENCE

Crown Kia – Dublin, Ohio

2017 – 2017

Sales Professional

Supported a small dealership with 5 staff members and flexed roles in finance and management

- Identified key market strategies for sales by analyzing the micro and macro trends in the industry for that location
- Increased the efficiency of customer service by multi-tasking sales and financing function into full-service sales experience

Hatfield Kia – Dublin, Ohio

2015 - 2017

Sales Associate Leader

Lead a team of 10+ sales associates within collaborative team settings and assisted in the onboarding, orientation, and new hire training of additional employees.

- Negotiated maximum profit while exceeding customer expectation by averaging \$1.3K a week and 14 auto sales a month
- Contributed to the Small Business Development team tasked with managing all the E-commerce leads and ensure immediate response
- Leveraged seasonal market trend analysis to influence the both the new and used car inventory management

LA Fitness – Dublin, Ohio

2010 - 2012

Sales Manager

Managed the sales and fitness team of 20+ employees during night and weekend shifts and ensured optimal customer satisfaction ratings, which directly contributed to continuous revenue objective success.

- Exceeded management expectation by being rated in the top 3 % in sales for Ohio and top 10% overall in the company
- Led the onboarding and training of all new personnel
- Acquired new clients weekly through lead generation techniques, while maintaining customer satisfaction rating of over 80%

ADDITIONAL EMPLOYMENT

United States Navy | Electrical Engineer / Technician | Various Locations | 2002 – 2006

EDUCATION /CERTIFICATIONS

Elite Sales Certified | Grant Cardone
Front End Web Development | Pending
Python | Pending

TECHNICAL SKILLS

Microsoft Office | SharePoint | Web Design | Mac / Microsoft Windows | Python