

NAISHA LARA

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SKILLS

Organizational Skills
Sales
Time Management
Communication skills Customer service skills

Time managing skills Leadership skills
Decision making skills Self motivation skills
Easy to adapt
Exceeding Customer Expectations

WORK HISTORY

Car Saleswoman • *Empire Ford of New Bedford*
New Bedford, MA • March 2021 to Current

- Work 70 hours a week and always stay with a positive attitude!
- Tailored sales approaches and techniques to specific client needs to increase marketing effectiveness.
- Organized sales paperwork, presented proposals and finalized contracts.
- Increased sales by offering advice on purchases and promoting additional products.

Automotive Sales Professional • *Empire Hyundai, Inc*
New Bedford, MA • July 2019 to January 2021

- Closed sales by overcoming objections, asking for sales, negotiating price and completing purchase contracts,
- Negotiated purchase prices and explained sales, warranty and optional products.
- Answered telephone and email inquiries from potential customers.

Team Member • *Enterprise Rent-A-Car*
Lowell, MA • August 2018 to July 2019

- Kept work areas clean, organized and safe to promote efficiency and team safety.
- Learned all required tasks quickly to maximize performance.
- Contributed to team success by completing jobs quickly and accurately.
- Developed strong cooperative relationships with coworkers and managers.

RGIS Inventory Specialist • *RGIS Inventory Specialists*
New Bedford, MA • December 2017 to March 2019

- Fast pace counting by sight seeing.
- We work as a team to count each store accurately and quickly .
- Completed physical inventory counts each month.

EDUCATION

High School Diploma • *New Bedford High School*
New Bedford, MA

LANGUAGES

Spanish
Native or Bilingual

