**Peter Sell**

203-695-5047 | petersell@me.com | Watertown, CT

**BORN A CLOSER. & YES, that’s my real name!** I am a seasoned sales veteran with over 20 years of expertise in sales, sales management, and sales training. Proficient in a wide range of sales environments, including B2B, B2C, door-to-door, retail, and phone/cold calling. Proven track record of exceeding targets and driving revenue growth through effective sales strategies and team leadership.

**EXPERIENCE**

**Outside Sales/Project Manager June 2020 - Current**

**Custom Colonial Painting, Servicing all of CT**

* In home sales providing quotes for large interior & exterior painting & carpentry projects
* Assisted in project management helping to coordinate crews, equipment & materials
* Maintained above a 40% closing ratio on company provided leads
* 75% closing ratio on prospecting leads & averaged 5 prospecting leads per month with door hangers & engaging happy customers & their followers through social media for referral business
* Averaged over 100 deals per year X over $20k/deal = OVER $2MIL in annual revenue

**Sales & Finance Manager April 2014 – March 2020**

**Highline Car Connection, Waterbury CT**

* Managed the sales & finance department for large high end preowned car dealership
* Reviewed customer credit applications and acquired financing from 3rd party lenders
* Structure deals to maximize dealer profit including finance & insurance products
* Main “closer” for the dealership and helped to maintain 25% closing ratio on floor traffic and over 50% closing ratio on pre-qualified appointments! All at an average gross profit of over $5k
* Helped double monthly car sales to over 20 cars per month! That is over $600,000/month in Revenue!

**General Sales Manager April 2010 – June 2014**

**Key Hyundai, Milford CT**

* Managed a sales and finance staff of 20-25 people overseeing both departments.
* Responsible for hiring and training new staff on Joe Verde sales system
* Managed flow of floor traffic from start to finish and maintained a 30% overall closing ratio
* Maintained an average gross on new cars of $3500 and $5500 on used cars
* Broke monthly units and gross records over 20 times including two months over $1million in revenue

**Traveling Sales & Finance Manager March 2008 – April 2010 Bulldogs Marketing, Watertown CT**

* Traveled the entire US with a team of closers helping car dealerships with sales and training events
* Average event would sell 80 cars at $7000 gross profit for over $500,000!

**Outside Sales**

**Kirby Vacuum Cleaners, St. Petersburg FL November 2002 – March 2008**

* Door to door sales with a one call close system resulting in visits lasting over 2 hours
* Was always in the top 5% for gross sales revenue including #1 in sales overall my last 3 years!

**SKILLS**

Closer | Expert negotiator | Proficient in many CRMs | Joe Verde Sales & Sales Management Certified

References available upon request