

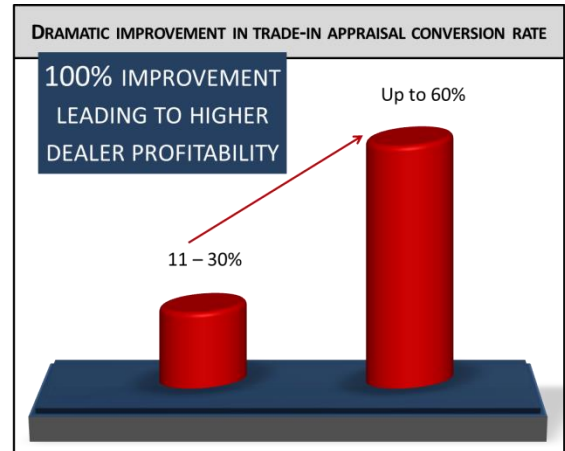
ALON MOSK, BBA

TERRITORY SALES REPRESENTATIVE ⇨ OUTSIDE SALES ⇨ BUSINESS MANAGER

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PROFESSIONAL PROFILE

PERFORMANCE-DRIVEN LUXURY CAR AND INDUSTRIAL SALES PROFESSIONAL with success driving top revenues and growing market share in spite of declining markets. Extensive experience in **automotive industries** across the U.S. Expert at establishing profitable relationships with **industrial customers** in oil refinery restoration, boiler making, maintenance, biomass generators, plus more. Sold to global giants, including Global Gas, Irvine Industrial, Nova Power, Tidewater Gas and Department of National Defence. Expertise designing and delivering winning proposals with innovative pricing solutions that **garnered \$200K in one month**. Single **sales record of \$97K** in the automobile industry with sales benchmark of 12 vehicles per month.



SALES AND TECHNICAL COMPETENCIES

- Business Development
- Innovative Pricing Solutions
- RFPs, Proposals & Quotes
- Advanced MS Office | Mac
- ERP Software: SAP
- Sales and Revenue Growth
- Sales Strategy & Execution
- Influence & Negotiation Skills
- Innovative Customer Solutions
- Planning & Organizational Skills
- Automobile & Life Insurance Sales
- Stand-out Communication & Interpersonal Skills
- Customer Service, Loyalty & Retention
- Valid Driver's Licence & Clean Abstract
- CRM: Dealersocket & VIN Solutions

STRONG PERFORMER | TOP SALES REPRESENTATIVE | CUSTOMER SERVICE VIRTUOSO

PROFESSIONAL EXPERIENCE

PORSCHE SALES REPRESENTATIVE LITTLE FALLS PORSCHE, SADDLE RIVER, NJ DECEMBER 2015 – PRESENT
Large dealership in New Jersey with 40 employees and with sales exceeding 200 vehicles per month. This is a close-knit sales team of 6 sales consultants. Directly report to the General Manager.

Passionately serve Porsche customers by delivering exceptional and personal sales services, including customized accessories, extended warranty and protection packages, such as undercoating, paint protection, leather and fabric protection and 3M Shields.

- Recognized for innovative sales strategies that win customers over and delight the dealership by reaching exceptionally challenging quotas. Recognized across the dealership network as having the highest customer referrals leading to top 10% sales for the entire network of 32 sales representatives.
- Led the dealership network in revenues by achieving up to 12 car sales per month depending on the season with winter being the slowest time of the year.
- Through a unique and powerful discovery process, prospected potential customer's wants and needs to fit the vehicle that best suits them based on features and benefits that are most important.
- Consistently deliver superior personalized service and expertise, including expert product knowledge and follow-ups throughout the vehicle purchasing process.

PERSONAL INTEGRITY | CUSTOMIZED SERVICE | PROFITABLE RESULTS

TECHNICAL SALES REPRESENTATIVE DISTRIBUTION PLUS, SADDLE RIVER, NJ NOVEMBER 2013 – DECEMBER 2015
Distribution Plus is a \$9B global company with 2500 employees in 25+ countries. Distributor of industrial materials with a focus on offshore and onshore oil drilling. Worldwide revenue of ~\$9.9B annually in 2014.

Reporting to the Branch Manager, delivered exemplary customer service to existing customers while growing a robust book of business and increasing market share by \$15% in New Jersey alone during tenure.

- Using company-branded materials, created a sales warm-up process by designing customized marketing tools, including introduction letters, postcards and sales meeting agendas to successfully attract new customers.
- Drove increase in market share and awareness with key customers such as Eastern Power—including Logan and Toronto 18 MW generating plants.
- Won new clients including ABC Mechanical, Tidewater and Matrix Marine by clearly communicating the value proposition and establishing strong relationships. Re-engaged dormant accounts including Bordan Industrial and CMS Steelmix at a combined value of \$60K in total revenue in 3 months.

PRODUCT SPECIALIST EASTERN COUNTRY HILLS HYUNDAI, SADDLE RIVER, NJ MAY 2013 – NOVEMBER 2013
 This was an established automobile group of six dealerships. Reported to Sales Manager and General Sales Manager. Sold 150-200 new vehicles per month and consistently scored in the top 10 dealerships in New Jersey.

Collaborating with everyone in the dealership, created a seamless and positive experience for the customer by taking them on a tour of the dealership, introducing them to key people and helping them feel comfortable in the showroom.

- Identified the customer's buying motivators for vehicle selection (price, body style, engine, color, as well as features and benefits) through qualifying and fact finding. Built trust with customers by simplifying the search and identifying personal preferences.
- Provided expertise and information about vehicles in the Hyundai lineup such as specifications, customer reviews, pricing and promotions by keeping a disciplined focus on product specifications and updates.

MANAGER TRAINEE DAVIS RENT-A-CAR, MORRISTOWN, NJ JUNE 2011 – MAY 2013
 Reported directly to the Branch Manager and indirectly to the Area Manager. Earned reputation as a high performer with the senior leadership team because of consistent repeat customer referrals.

- Served customers by walking them through the process of finding a vehicle based on the size they requested in their reservation. Led walk-around of the vehicle's exterior and interior, noting any flaws in the condition and reviewing the features and benefits of the vehicle.
- Consistently achieved top 5% closing rates in the dealership on vehicle damage waivers by explaining the benefits of the waiver to clients. Garnered trust with prospective clients by carefully and patiently explaining the terms of the rental agreement and offering additional products, such as GPS systems.
- Grew new business by 10% in corporate portfolio—3.8% higher than target for 3 consecutive quarters by cold calling automotive dealerships and body shops. Established brand-new preferred rates so that dealership staff could present the promotions to their respective senior-level decision-makers.

FORMAL EDUCATION AND LICENSES

Bachelor of Science in Business Administration (BS) | Accounting | Montclair State University | Montclair, NJ | 2011

Life License Qualification Program (LLQP) | London Life | Trenton, NJ | 2011

Investment Funds In Canada (IFIC) | Freedom 55 Financial | Trenton, NJ | 2011

COMMUNITY INVOLVEMENT

DiscoverAbilities Events Society | Jersey City, NJ

December 2014 – Present

- Participated in fundraisers and social enterprises for adults with disabilities.

Montclair State University Residence Life Activities | Montclair, NJ

June 2008 – April 2010

- Extra-Curricular: House President for Little Falls House | Member of the fencing and polo teams.

PERSONAL INTEGRITY | CUSTOMIZED SERVICE | PROFITABLE RESULTS

Sales Resume Strategy

Alon's key struggle is the perception of job hopping, much of which was beyond his control. As a sales professional in highly volatile industries that follow the ups and downs of the economy, he is vulnerable to these economic trends in the marketplace.

The focus of this resume is to showcase his sales and customer service abilities with metrics that tell a profit story. A stickler for detail, Alon tracks his performance carefully and has mastered the *art* of influence and persuasion by upselling to his clients while maintaining ongoing relationships with them.

Previously Alon's resume was focused on job duties rather than accomplishments and when we were able to analyze his numbers, we created a story that instills confidence in decision-makers. His confidence has improved and he is now able to parlay his value proposition in a way that helps decision-makers connect the dots to profitability and customer retention.