Tyler Washington

Automotive Sales Associate

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SUMMARY

Automotive Sales Associate with 1 year on a high-volume new and used lot in Phoenix, averaging 11 units a month after the first 90 days. Uses consultative selling to match buyers to the right vehicle, runs clear vehicle demonstrations and test drives, and keeps every lead moving in the CRM.

EXPERIENCE

Automotive Sales Associate

09/2025 - Present

Camelback Auto Group

Phoenix, AZ

New and used dealership selling about 220 vehicles a month.

- Sell an average of **11** new and used vehicles a month, finishing 3rd of 14 associates in Q2 2026.
- Qualify buyers with needs-based questions and consultative selling, closing 22% of showroom ups.
- Lead vehicle demonstrations and test drives for 25+ guests a week, covering safety, tech and warranty features.
- Present numbers with the sales manager, negotiating pricing and trade values that hold front gross near $1,450 a unit.

Sales Associate

06/2023 - 08/2025

Desert Ridge Outdoor Supply

Scottsdale, AZ

Sporting goods store selling bikes, camping and water gear.

- Advised 60+ shoppers a day on bikes, kayaks and camping gear, beating the add-on sales goal by 18%.
- Built product knowledge on 40 bike models and earned the store's Top Seller title 4 times.
- Resolved returns, special orders and customer service escalations at the register for the evening shift.

SKILLS

Consultative Selling

Negotiating Pricing

Vehicle Demonstrations

Test Drives

Product Knowledge • CRM

Trade-In Walkarounds

Customer Service

Communication Skills

EDUCATION

High School Diploma

05/2023

Camelback High School

Phoenix, AZ

CERTIFICATES

Arizona Driver License, Clean Driving Record

Arizona Motor Vehicle Division

06/2022