

Victor Nguyen

Automotive Sales Manager

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SKILLS

Automotive Sales

Management

Desking

Deal Structuring

Negotiation CRM

Coaching

Sales Training

Inventory Planning

Leadership

Customer Service

EDUCATION

Bachelor of Science

05/2017

California State
University, Sacramento

Sacramento, CA

Business Administration

CERTIFICATES

California Vehicle Salesperson License

California DMV

06/2017

SUMMARY

Automotive Sales Manager with 9 years in dealership sales, including 4 years of automotive sales management at a 260-unit-a-month store in Sacramento. Desks deals, coaches 15 consultants and builds monthly plans with the general manager, lifting volume and CSI together.

EXPERIENCE

Automotive Sales Manager

06/2022 - Present

River City Auto Group

Sacramento, CA

New and used franchise dealership with 15 sales consultants.

- Manage **15** sales consultants on a floor delivering 260 new and used units a month, up from 195 in 2022.
- Run the desk on 400+ deals a month, handling deal structuring and final negotiation while holding front gross at \$2,100 per unit.
- Lead daily coaching and weekly sales training on product, phone skills and objections; 6 consultants became 15-car producers.
- Plan inventory with the general manager using CRM and turn data, cutting new-car days supply from 72 to 48.

Assistant Sales Manager

05/2017 - 05/2022

Elk Grove Motors

Elk Grove, CA

Joined as Sales Consultant; promoted to Assistant Sales Manager in 2020.

- Sold 18 units a month as a consultant and led the store in referral sales for 2 years.
- Ran the Saturday desk and the CRM follow-up board for 10 consultants.
- Trained new hires on the road to the sale, raising 90-day retention to 80%.