DEREK MITCHELL

SALESPERSON

CONTACT

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Tulsa, OK

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SKILLS

- Auto Service Sales
- Tire Sales
- Preventive Maintenance Sales
- Digital Vehicle Inspections
- Warranty Sales
- Parts Catalog Lookup
- Point-of-Sale System
- Customer Service
- Problem Solving
- Multi-Tasking

EDUCATION

Certificate 05/2021

Tulsa Technology Center

Tulsa, OK

Automotive Service Technology

SUMMARY

Salesperson with 5 years in auto service and parts sales, the last 3 at a 10-bay tire and auto service center writing $95,000 a month in tire, brake and preventive maintenance sales. Reviews inspection results with drivers in plain terms, matches tires to budget and use, and keeps the counter moving on Saturday rushes.

EXPERIENCE

Salesperson 05/2023 - Present

Route 66 Tire & Auto Tulsa, OK

10-bay tire and auto service center with 6 technicians.

- Write **$95,000** a month in tire, brake and preventive maintenance sales, 112% of goal over the last 12 months.
- Review digital inspection results with 25-35 drivers a day and rank repairs by safety for each customer.
- Guide drivers to the right tires by vehicle, habits and budget, using tire sales knowledge from 3 manufacturer trainings.
- Increase road hazard warranty attach rate from 34% to 51% by explaining coverage on every tire quote.

Parts Sales Associate 06/2021 - 04/2023

Green Country Auto Parts Tulsa, OK

Retail and commercial auto parts store.

- Sold parts and accessories to **60+** DIY and shop customers a day, averaging $1,800 in daily sales.
- Researched correct parts by VIN in the electronic catalog, cutting wrong-part returns about 20%.
- Tested batteries and alternators in the parking lot for free, selling about 40 batteries a month as a result.
- Trained 2 new associates on the parts catalog, special orders and the point-of-sale system.

CERTIFICATES

Automotive Tire Service (ATS) Certification 08/2023

Tire Industry Association

ASE Entry-Level Certification: Maintenance and Light Repair

05/2021

ASE Education Foundation