

## Personal

### Name

Doug Collins

### Address

7865 Jerry Lane  
75001 Dallas, Texas

### Phone number

555-123-4567

### Email

example@cvmaker.com

## Skills

Conflict Resolution Expert

Customer Service Expert

Communications Expert

Time Management Expert

Multitasking Expert

Microsoft Office Suite  
Experienced

# Doug Collins

Enthusiastic and proven sales representative seeking to join the amazing team at Gibson Tires at their corporate headquarters in Dallas, Texas. Eight-years of relevant sales experience in the OEM and aftermarket tire industry, with a proven track record of exceeding sales goals, resolving customer objections, and business development. Exceptional written and oral communication skills, parlayed with time management, product knowledge, tire chemistry and manufacturing standards, and OEM vs Aftermarket replacement standards. Always retains constructive criticism well, and channels feedback into lesson learning, to mitigate future errors and accomplish team goals.

## Work experience

### Tire Sales Associate

Mar 2018 - Present

*Fire Hawk Tire Corporation, Houston, Texas*

Currently serving as an OEM sales representative for Fire Hawk Tire Corporation. Responsible for direct to OEM tire sales for the Central United States, along with several daily and weekly tasks including:

- Following up with online lead generation forms, social media contacts, and direct email communication.
- Communicating with automotive manufacturers, including three of the top US manufacturers.
- Providing technical data on manufacturing standards to engineers - both in house and with OEM manufacturers.
- Listening to the desires of the customer, and forwarding requests to manufacturing and product development team.

### Tire & Wheel Sales Representative

Jun 2015 - Mar 2018

*Mitch Jones Tire World, Charlotte, NC*

Served as a tire sales representative for Mitch Jones Tire World in Charlotte, North Carolina. Responsible for selling aftermarket tires to car, truck, and SUV owners, ensuring proper OEM fitment guides, plus one upgrades, and aftermarket wheel enhancements. Additional responsibilities included:

- Managing part inventory via cloud-based CRM and order processing software.
- Providing customers with factual information about tire technology, consumer benefits, and helping them select the best tire for specific applications.
- Mitigating customer objections, resolving conflict, and ensuring to deliver superior customer experience with each interaction.

## Education

### High School Diploma

Sep 2011 - May 2015

*Jackson Brown High School, Charlotte, North Carolina*

## References

### Steven Rodgers

*On Request*

Fire Hawk Tire  
Corporation

### Mitch Jones

*On Request*

Mitch Jones Tire World

### David Johnson

*On Request*

David Johnson  
Attorney at Law