

# Steven Smith

Marmet, WV  
smithsm2011@gmail.com

Willing to relocate: Anywhere  
Authorized to work in the US for any employer

## WORK EXPERIENCE

### **Sales Consultant**

Moses Auto Group - Saint Albans, WV - 2017-03 - Present

Responsible for sales cycle from beginning to end: prospecting, negotiating, closing, and follow-up.

### **Sales Consultant**

Greenbrier Chevrolet - Lewisburg, WV - 2016-12 - 2017-03

Responsible for sales cycle from beginning to end: prospecting, negotiating, closing, and follow-up.

### **Sales Representative**

Nature Stone Flooring - Cleveland, OH - 2016-04 - 2016-10

In-home sales presentation, quoting jobs, and closing sales.

### **Sales Consultant**

Straub Automotive - Triadelphia, WV - 2015-12 - 2016-03

Responsible for sales cycle from beginning to end: prospecting, negotiating, closing, and follow-up.

### **Personal Banker**

Citizens National Bank - Burgettstown, PA - 2015-07 - 2015-12

Helping customers determine their banking needs, selling financial products, prospecting for new customers, and assisting on teller line.

### **Sales Consultant**

West Hills Nissan - Imperial, PA - 2015-03 - 2015-07

Responsible for sales cycle from beginning to end: prospecting, negotiating, closing, and follow-up.

### **Sales Consultant**

Moses Auto Group / C&O Motors - Saint Albans, WV - 2013-01 - 2015-03

Responsible for sales cycle from beginning to end: prospecting, negotiating, closing, and follow-up.

## EDUCATION

### **Some college in Business Management**

Jefferson Community and Technical College - Steubenville, OH  
2006-06 - 2009-06

## SKILLS

Sales