

Merrell (Mel) Williams
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SALES/MARKETING

- **Toyota Silver and Bronze Sales Awards** in new and pre-owned vehicles.
- **In Top Ten Sales Persons** for 9 years at Pat Lobb Toyota.
- **Voted Best New and Used Car Salesman** by Readers Choice 2010.
- **Leading Sales Associate for monthly sales 11 times.**
- **Employee of the Year** April 2015.

ACCOUNT MANAGEMENT

- **Hunted new business daily.**
- **Maintained** excellent customer relations.
- **Handled** objections, **listened** to concerns and **assisted** clients to gain an understanding of their vehicles, and what they purchased.
- **Coordinated** with fellow employees to **maximize efficiency.**
- **Possess excellent verbal** as well as **written communications skills.**
- **Attended** numerous workshops on **sales presentations**, as well as **public speaking.**

LEADERSHIP

- **Trained** fellow employees on specific sales strategies.
- **Negotiation skills** and **tactics** used to train new hires on sales principles.
- **Managed and operated three different car lots.**
- **Supervised** office and sales teams.
- **Delegated** duties on a daily basis.
- **Conducted** work reviews, **interviewed** and **hired** employees.

RELATED QUALIFICATIONS

- Vehicle Sales and Negotiations, Sales Personalities and Profiles, Team Building, Sales Presentations and Strategies, Management Workshops, Public Speaking.

EMPLOYMENT HISTORY

Sales Associate, Pat Lobb Toyota of McKinney: May 2008 – Present
General Manager, Muscle Cars & Hot Rods: June 2007 – April 2008
President & Owner, Arrowhead Autoplex: May 2001 – May 2007
President & Owner, Eagle Auto Sales: January 1993 – January 2002

EDUCATION

Bachelor of Science, Major: Political Science, Minor: Business– Utah State University:
Logan, Utah: May, 1972