

CURRICULUM VITAE

NAME: Hugo Rios Pereira

NATIONALITY: Portuguese

ADDRESS: 12 Nursery Way, Wraysbury, Middlesex, TW19 5DT

TELEPHONE: 07763 683054

EMAIL: hugoriospereira@hotmail.com

DRIVING LICENSE: Full UK driving license

WEBSITE: www.hugopereira.com

PERSONAL PROFILE

A highly motivated Sales Executive with over 10 years experience within the automotive industry. Keen business acumen and commercial awareness. A commitment to service and exceeding customer expectation. An ability to maintain focus and make sound business decisions under pressure. Excellent communication, negotiation and presentation skills. A positive, enthusiastic and achievement oriented disposition with the ability to motivate a sales team in order to achieve and exceed sales targets.

OBJECTIVE

Seeking a management position that will provide a challenging opportunity to significantly contribute to a company's efficiency, organization, growth, and profitability. Specifically looking for a progressive company offering on-going training and mentoring with prospects for career advancement, building on existing sales, management and customer service skills.

CORE SKILLS & ACHIEVEMENTS

- Excellent communication & negotiating skills
- Established track record of achieving or over-achieving goals (several awards)
- Great attitude with a high-energy personality
- Professional appearance and work ethic
- Excellent customer service skill
- Recognised by direct and indirect Management teams as an example of leadership and over achievement for my peers
- Committed and reliable

CAREER HISTORY

Sales Executive – Daimler Mercedes-Benz September 2014 – Present

- Top achieving salesperson throughout the South London region selling new and used cars
- Most profitable salesperson in market area
- Most insurance products sold in market area (several awards)
- Providing and producing different finance packages and buying options (regional leader)
- Upselling accessories and parts

**Business Development Manager – Seat West London
September 2013 – Present**

- Managing new and used car stock
- Buying and preparing used car stock
- Managing sales process and follow up process
- Controlling and producing deal/Offer sheet
- Sales and finance reporting to manufacturer
- Managing and motivating sales team in order for targets to be met
- Managing and dealing with customer complaints
- Review Sales performance with salesman

**Sales Manager – Now Vauxhall Heathrow July
2011 – August 2013**

- Objective setting and motivating a team of nine sales people in order to maximize sales
- Monitoring sales targets in order to achieve and exceed them
- Developing and monitoring of sales process in order to maximize profitability.
- Creating and negotiating deals in order to increase profit, finance commission, accessories and customer care products with each sale
- Identifying market trends and competitor analysis
- Utilizing database in order to create appointments
- Ensuring customer care satisfaction in order to grow business, repeat business and generate referrals
- Local research in order to improve relationships and opportunities of new business
- Self-motivation, development and discipline

**General Sales Manager – Heathrow Suzuki, Fulton West London
April 2008 - June 2011**

- Working closely with sales team, providing efficient sales process and a high conversion rate
- Meeting every customer to maximize profits in deals, cash conversion, accessories, insurance products and warranties
- Building and maintaining relationships with manufacturer and finance companies in order to negotiate special bonus and finance commissions
- Day to day responsibility of running a busy dealership ensuring high levels of customer satisfaction
- Business development, marketing and advertising strategy
- Profit and Loss analysis

**Business Manager – Chiswick Volkswagen, Inchcape
May 2007 - April 2008**

- Motivating sales team and monitoring sales process in order to exceed financial targets
- High penetration of finance, insurance products, warranties and customer care products
- Responsible for all money receipts, banking and debtors
- Building a rapport with both colleagues and customers
- Using initiative and innovation in order to anticipate customer needs

Sales Manager - Twickenham Hyundai, Fulton West London

January 2005 - May 2007

- Controlling and ordering new and used stock
- Building relationships with manufacturer and finance manager in order to generate additional support
- Motivating a team of salesmen in order to achieve targets in volume and profit, Training new members of staff
- Providing leasing options for all makes and models
- Training new members of staff

Manager Trainee/Sales Executive - Chiswick Suzuki, Fulton West London Ltd

September 2002 - January 2005

- Achieving and exceeding preset sales targets for both new and used car sales
- Cultivation of client relationships for repeat business and multiple sales leasing deals
- Increasing revenue through the sale of accessories, customers care products, payment protection plans, warranties and finance packages

EDUCATION & QUALIFICATIONS:

2001 – 2002

Kingston University/Surrey/ London
Honors Degree in Automotive Systems Engineering

2000 – 2001

Kingston University
Final year of BSc. in Automotive Systems Engineering

1998 – 2000

Northbrook College/ Shoreham-by-Sea/ West Sussex
HND Diploma in Automotive Systems Engineering.

1996-1998

Northbrook College
BTEC National Diploma in Automotive Engineering.

LANGUAGES:

Portuguese:	Native Language
English:	Verbal and written
French:	Verbal and written
Italian:	Verbal
Spanish:	Verbal

OTHER INTERESTS:

I have been racing cars since I was 15 years old both in Portugal and the UK. I was the 2011 Portuguese Racing Champion winning with the Sports Prototype Radical car. I also own go-karts which I use in my leisure time here in the UK. I use the gym on a daily basis and love spending time with my two children, family and friends.

REFERENCES AVAILABLE ON REQUEST