**Steven Vega**

761 N Pine Island Rd.

 (954) 662-2496

Plantation, FL 33324

Stevevega0110@gmail.com

**Career Objective:**

I am hard-working and career minded and would like to contribute to your organization through the use of exceptional customer service, managerial and people skills. I am seeking a challenging position with opportunity for growth. I am a good worker who thrives in high pressure and deadline driven environments. My people skills are above average when working with the general public in person as well as on the telephone or via email. I am very computer literate and a fast-learner who gets along well with other co-workers, who is able to follow directions and be a team player. You will find me to be very honest, reliable and trustworthy, as well as someone who will be an asset to any company who is interested in dedicated employees with versatility and adaptability.

**Experience:**

**Look Marketing Event/Product Specialist for Seadoo, Can-Am Off Road, & Can-Am On Road**

**November 2021-March 2025**

Dealer Support in all departments.

 Product training to dealer sales staff. 38 dealers in Florida.

 Set up/take down event booth set up.

 Engage with event attendees and share product enthusiasm

Organizing customer and employee demo rides

 Maintain equipment in a “Showroom” condition. Units, truck, trailer, ect.

 Coordinate with dealership staff and event staff on upcoming activations.

 Weekly reports on events along with staff/customer engagement.

**Assistant Sales Manager for Alligator Alley Harley Davidson 201 International Drive Sunrise, FL. 33325**

**February 2020- August 2021**

Presenting sales numbers

Training and developing staff

Managing employees on sales floor

Providing a memorable customer experience

Organizing customer and employee demo rides

**Sales Manager/Finance/Internet Sales**

***Broward Motorsports Hollywood - 4101 Davie Rd. Ext., Hollywood, FL 33024 - (954) 449-8226***

***Dec. 2014 - July 2019***

* Managed daily operation of sales department, payroll, time clock, wash & finalize deals
* Train, supervise and provide floor sales leadership and supervise to 8-12 associates
* Product knowledge in PWC, SXS, ATV, MC, Jet Boat & OH.
* Work all deals diligently by complex negotiations, closing strategies and rehashing deals with lenders. Structure deals in accordance with lender and dealership guidelines
* Know and implement dealership policies and procedures
* Maintain a clean and organized office
* Perform credit interview, prepare credit application, analyze credit report and be able to recognize a conventional deal and turn over accordingly. Knowledgeable of staff regulations regarding finance and the fair credit reporting act
* Interact with appropriate departments daily
* Maintain current inventory, manufacture guide of programs currently using and good lender and manufacturer relations
* Show and demo vehicles when necessary
* Prepare weekly and monthly reports

**Sales Associate**

***Top Gear Inc. - 2000 Stirling Road, Dania Beach, FL 33004 - (954) 894-9193***

***April 2010 – Dec. 2014***

* Open/close dealership, answer phones, greet customers, sort mail, prepare/mail packages from online Ebay Store
* Review applications, run credit, find a lender, sign customer up, provide paper tag for motorcycles to leave
* Manger inventory of 70-90 used motorcycles

**Key Skills:**

* Strong Analytical, organizational, and time management
* Hiring/Training/Development
* Ability to multi task with ease and in a professional manner in a fast paced environment
* Customer service and customer relations experience
* Management and payroll experience
* Strong communication/interpersonal skills
* Team leadership
* 65 words per minute typist
* Proven ability to lead sales team to achieve multi-million dollar revenue gains

**Previous Work Experience:**

Sales Associate at Rec Warehouse, Kitchen Manager at Cheeburger Cheeburger, Cook at Cami’s Seafood and Pasta, Cook at Schlotzskys Deli, Kitchen at Quiznos, Manager at JLax Corporation eBay Motorcycle Business and Sales Associate & Register at Marshalls

**Education:** McArthur High School – 2004