

# VINCENT BARON

## SALES CONSULTANT OF THE YEAR 4X

City, IL 55555 ▪ 555-555-5555 ▪ name@gmail.com ▪ www.linkedin.com/in/vincentbaron

### PROVIDE REVENUE-GENERATING SALES LEADERSHIP THROUGH UNPARALLELED ACHIEVEMENT, A SECOND-TO-NONE WORK ETHIC, AND PERSEVERANCE SHOWCASING THE EFFORTS OF A CHAMPION

Multi-award-winning Sales Consultant setting records as a **top earner driving \$2.3M in total gross profit** in six years of vehicle sales with **customer satisfaction scores 2.5% above national average**. Possess a **dynamic skill set, diverse background, and results-driven history as a leader** in the development of business partnerships and competitive sports teams.

- **Earned American Honda Motor Company's elite Gold Master Level (Top 3% of 14K+ sales consultants)** by achieving Gold Level status four consecutive years—*the first only* Sales Consultant to earn Gold Level at Ike Honda in 37 years.
- **Ranked #1 Sales Consultant with a 99.9% Customer Satisfaction Score** among all Gold-Level-qualified Honda Sales Consultants in 105 Honda zone dealerships (2013).
- **Disciplined in competitive volleyball as player and coach** finishing 54 times in "Top 3" (19-1st Place, 13-2nd Place; 22-3rd Place) in 101 tournaments; coached in 32 tournaments finishing 17 times in the "Top 3."
- **Supervise, motivate, and empower staff**, building collaborative teams that deliver measurable results.

### PROFESSIONAL EMPLOYMENT HISTORY & SELECT PERFORMANCE HIGHLIGHTS

**IKE HONDA**, Marion, IL – *Averages annual car sales: 1,200 ~ Salespeople: 9-13*  
Sales and Leasing Consultant / Internet Sales Consultant

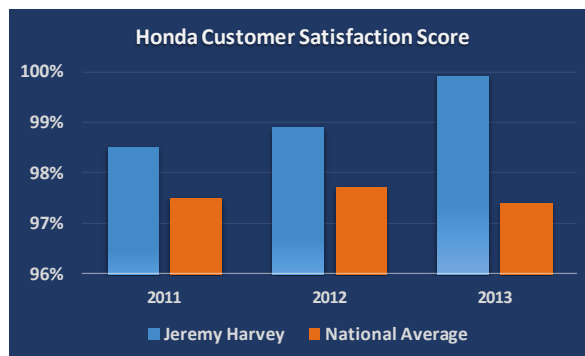
2007 – Present

**Top 3% of National Honda Sales Consultants**  
**#1 Dealer in New Car Sales in Southern Illinois (2013)**  
**#1 Sales Consultant at Ike Honda**

**Most Vehicles Ever Sold in 1 year in Ike Honda's 37-year history (2013)**  
**Ike Honda "Salesperson of the Year" awards 2010, 2011, 2012, & 2013**  
**19-time Ike Honda "Salesperson of the Month"**

**Overview:** Driven to become the first person in 37 years to reach Gold Level and be recognized as a national leader—sales volume, customer satisfaction, and professional knowledge—by American Honda Motor Company. *With no experience in car sales*, became TOP SALES leader with ~20% of total dealership sales.

- **American Honda Motor Company Council of Sales Leadership Awards:** Bronze Level (2008), Silver Level (2009), Gold Level (2010, 2011, 2012 & 2013), and Gold Master Level (2012 & 2013).
- Increased repeat and referrals from 38 to 77—103% (2011-2013).
- Increased total # of cars sold (new and used) YOY from 127 to 216—70% (2009-2013).



**THE BRICK**, Sales Consultant, Peterborough, Ontario – *Canada's largest distributor of furniture and appliances* 2006 – 2007

- Generated \$750K in gross sales in 14 months *without prior sales experience*.
- Ranked in "Top 3" for written sales 7 times and "Top 3" for delivered sales 7 times.
- Achieved 1st place in gross sales 3 times and 1st in delivered product 2 times.

**SERTOMA CENTER**, Knoxville, TN – *Comprehensive life services provided to 100+ individuals; budget of \$5M* 1997 – 2005  
**Residential Coordinator**, 2004–2005; **Supported Employment Specialist / Community Specialist III**, 2002–2004  
**Community Specialist I and II / Van Driver**, 1997–2001

- Ensured the health, welfare and safety of 40 adults with disabilities in 12 residential locations according to policies and procedures established by local, state, and federal authorities.
- Supervised 45 staff (33 direct care staff and 12 managers); trained 166 employees in first aid and CPR.
- Assisted in restructuring the residential program, lifting the center from a state-imposed moratorium.
- **Earned Certificate of Excellence Award (peer-nominated).**

### EDUCATION

**Bachelor of Science in Education**, University of Tennessee, Knoxville, TN ~ 1997

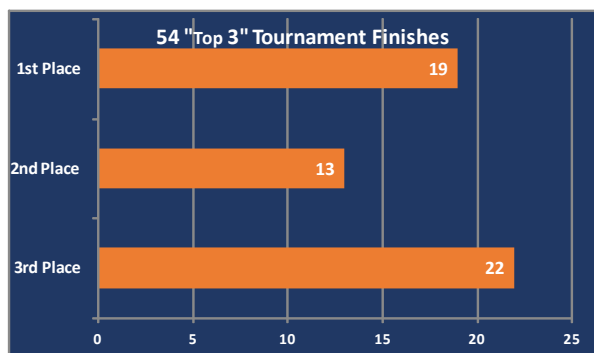
## LEADERSHIP/COACHING EXPERIENCE & PROFESSIONAL SPORTS ACCOMPLISHMENTS

<b>Head Coach, PETERBOROUGH THUNDER VOLLEYBALL</b> , Peterborough, Ontario, Canada	2006
<b>Volunteer, SPECIAL OLYMPICS</b> , Knoxville, TN	2002 – 2005
<b>Head Coach, UNIVERSITY OF TENNESSEE WOMEN’S VOLLEYBALL CLUB</b> , Knoxville, TN	2002 – 2004
<b>Co-Head Coach, SMOKY MOUNTAIN JUNIORS VOLLEYBALL CLUB</b> , Knoxville, TN	2000 – 2001
<b>Assistant Head Coach, CENTRAL HIGH SCHOOL</b> , Knoxville, TN	2000
<b>Co-Head Coach, UNIVERSITY OF TENNESSEE WOMEN’S VOLLEYBALL CLUB</b> , Knoxville, TN	1998 – 2000
<b>Beach Volleyball Instructor, UNIVERSITY OF TENNESSEE “YOUTH 99,”</b> Knoxville, TN	1999
 <b>COMPETITIVE VOLLEYBALL, Player / Coach</b> , Knoxville, TN	 1994 – 2005

**Challenge:** Inspired in 1993 by skilled pros to learn and play the game of volleyball at the highest, most competitive level.

- Actions:**
- 1) Researched the game visually and cognitively, while also practicing daily.
  - 2) Adhered to strict physical training regimen to increase strength, speed, and vertical jump.
  - 3) Refined skills by playing for the University of Tennessee Men’s Volleyball Club (1994-1997).

- Results:** Competed in 101 local, regional, and national volleyball tournaments with some run by Association of Volleyball Professionals (AVP), USAV, AVA, NIRSA, AVP Next, EEVB, Coor’s Light, and Bud Light Beach Volleyball Tours.
- ✓ Won tournaments on every surface (indoor, sand, grass, and mud) and in every format (doubles, co-ed, 3-man, 4-man, and 6-man).
  - ✓ **“Top 3” Tournament Finishes:** 19-1st Place; 13-2nd Place; 22-3rd Place.
  - ✓ **University of Tennessee RecSports**
    - Individual Award: “Outstanding Senior Participant,” 1997
    - “Sports Club of the Year” Runner-Up, 1997
    - “Sports Club of the Year” Award, 1996
  - ✓ Played competitive volleyball, traveled nationally to coach, and worked full-time.



*“The first thing that struck me about Jeremy is his superior athletic ability. However, it did not take long to realize, that is merely the tip of the iceberg. Jeremy’s mental strength and determination are qualities that truly set him apart. His ability to perform under pressure is unmatched.”*

— John W. Elliott, VP/GM Elliott’s TN Boot Co.  
JH AVP Debut Sponsor Manhattan and Santa Barbara Opens

### COMPETITIVE PHILOSOPHY ...

*My passion for achieving results is built on an unflagging energy that springs from continuously raising levels of personal performance. As a team player, I am intrigued by the unique qualities of individuals and recognize that the secret to great teams is casting by individual strengths. A strong discipline consistently produces solid performances in national competitions—both sports and sales. I am eager to apply this “winning” combination of skills for an employer who recognizes my unique promise of value.*

— Vincent Baron