Dashiell Ruvalcaba

Automotive Sales Consultant

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SUMMARY

Automotive sales consultant with 5 years in new and pre-owned sales at high-volume import and independent dealerships. Averaged 16 units a month over the last 2 years with a 94.6 manufacturer CSI score. About 30% of my deliveries come from repeat customers and referrals, built through steady follow-up in the CRM rather than walk-in traffic alone.

EXPERIENCE

Sales Consultant — Sandia Crest Toyota

Albuquerque, NM · Mar 2022 – Present

- Average 16 new and certified pre-owned units a month, ranking in the top 3 of 14 consultants for 18 of the last 24 months.
- Hold a 94.6 manufacturer CSI score, 2.1 points above the regional average, with zero escalated complaints in 2025.
- Grew repeat and referral business to 30% of deliveries by logging every sold customer in VinSolutions and calling at 3, 30 and 180 days.
- Lifted F&I product penetration on my deals to 62% by introducing service contracts during the test drive, not only in the finance office.

Sales Associate — Rio Puerco Auto Sales

Rio Rancho, NM · Jun 2020 – Feb 2022

- Sold 9 to 12 used vehicles a month on a 120-car lot, handling appraisals, test drives and paperwork.
- Answered internet leads within 10 minutes during shifts, raising the lot's appointment show rate from 38% to 51%.
- Took 40 trade-in photos a month for online listings, cutting average days on lot for trades from 52 to 37.

SKILLS

Sales: Needs assessment, test drives, trade-in appraisal, negotiation, closing, F&I turnover

Tools: VinSolutions, DealerSocket, CDK Global, vAuto, KBB and Black Book

Customer care: CSI management, delivery walkarounds, owner follow-up, referral programs

Product: Toyota and hybrid lineup, EV charging basics, certified pre-owned standards

CERTIFICATIONS

Toyota Certified Sales Consultant, 2023

New Mexico Motor Vehicle Salesperson License

EDUCATION

Associate of Applied Science, Business, Central New Mexico Community College, 2019

Fictional example by FindAJobAI: the person, employers and numbers are invented.