
Tina D. Sterling
TSterling808@icloud.com
<https://www.linkedin.com/in/tina-sterling-275351158>
(808) 381-6092

Career Objective:

Dynamic and results-oriented professional with over three decades of experience in luxury automobile sales, fine art sales, real estate, and hospitality. Seeking a Sales, Marketing, and or Customer Service position where I can leverage my extensive expertise and drive to exceed goals and targets.

Summary of Qualifications and Achievements:

- Sales Excellence: Demonstrated track record of success spanning 24 years, consistently achieving top sales performance at BMW of Honolulu and Wyland Art Galleries.
 - Client Relationship Management: Built a loyal clientele of top executives, through exceptional service and personalized attention.
 - Product Knowledge: Proficient in explaining advanced safety features and technological options, guiding clients through needs analysis, and presenting retail financing and leasing solutions.
 - Leadership and Training: Experienced in supervising sales teams, providing training and mentorship to new consultants, and fostering a collaborative work environment.
 - Effective Communication: Possess strong verbal and written communication skills, coupled with a commitment to utilizing technology to enhance business operations.
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Experience:

Sales Client Advisor

BMW of HONOLULU HI

February 2000 - Present

- Consistently ranked in the top sales segment for both new and preowned vehicles, delivering exceptional customer satisfaction.
- Utilized strategic marketing techniques and in-depth product knowledge to conduct personalized needs assessments for clients.
- Presented retail financing and leasing options, effectively meeting the diverse needs of a discerning clientele.
- Developed and executed strategies to exceed dealership productivity standards and personal sales goals
- Received multiple awards for outstanding customer satisfaction and sales performance.

Assistant Director of Fine Art Sales**WYLAND GALLERIES, HI**

February 1989 to March 1999

- Achieved consistent placement in the top 5% of sales performers, earning recognition for excellence in customer satisfaction.
 - Managed all aspects of fine art sales and gallery operations, including artist relations, customer communication, and team supervision.
 - Cultivated strong relationships with artists, contributing to a vibrant and dynamic gallery environment.
 - Leveraged computer technology for efficient customer communication and organizational management.
 - Provided leadership and training to sales consultants, fostering a high-performance sales culture.
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Real Estate Sales, Vacation and Long Term Rental Management**ERA MAGNUM PROPERTIES**

January 1985 to 1989

- Real Estate Sales and Property Management responsibilities. Including showing homes and condominiums, determining and researching housing needs. Drafting contracts, overseeing applications, closing sales and conducting inspections.
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Education:

- Sante Fe Junior College, Gainesville, FL
 - GPA: 4.0
- University of Florida, Gainesville, FL
 - GPA: 3.78
- Artisans School of Interior Design, Honolulu, HI
- St Michael's School of Real Estate, Aiea, HI