

**LUKA PERIC**  
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**440-269-0619**

## **EXPERIENCE**

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**6/2019 - Present    Classic Lexus**

**Willoughby Hills, OH**

### ***Sales and Leasing Specialist / Asst. Finance Manager***

- Engage with customers in person, by phone, electronically and determine needs and wants
- Explain vehicle features and performance, applications and benefits to customers
- Write complete sales orders and process paperwork following established dealership policies
- Provide immediate financing options to customer and coordinate the financing for buying new or used vehicles.
- Maintain records related to accounts receivable, accounts payable, and other financial records as required by federal or state regulations
- Ensure customers are getting competitive rates by speaking with assorted bank representatives
- Evaluate credit applications from potential customers and determining whether they are eligible for financing
- Prepare contracts for loans or leases and managing the loan process until it is complete
- Sustain knowledge of competitors rates and offers to provide the customer with the best available package.
- Assist as intermediary between the customer and financial institutions
- Verify customer insurance and transfer vehicle to licensed insurance company
- Designated authority to sign contracts on the company's behalf
- Attend product and sales training courses and meetings
- Prepare sold vehicles for customer delivery
- Follow up with customer purchases to ensure customer satisfaction
- Establish personal income goals that are consistent with the dealership standards of productivity and devised strategy to meet those goals
- Maintained a prospect development system
- Performs other duties as assigned

**12/2015- 6/2019    Classic Lexus**

**Willoughby Hills, OH**

### ***Technology and delivery specialist; Automotive detailer, porter,***

- Up to date with newest technology brought on to Lexus automobiles
- Enroll customers in post sales services and demonstrate how to use technology
- Liason with customer and technology software company
- Clean and refurbish new and used vehicles for showroom display.
- Delivery of vehicles to purchaser.
- Assist dispatcher and Manager as requested

**1/2013 – 12/2015    Peric Design & Construction    Willoughby Hills, OH**

### ***Construction Assistant***

- Replaced windows & doors, paint, trim work / replace kitchen cabinets/ Installed flooring and ceramic tiles / Masonry/brick laying / aluminum siding installation
- Reading blue prints and confirming specifications
- Usage of construction equipment (tape measure, miter saw, wet tile saw, chalk line, cross line laser level, etc.)

## **EDUCATION**

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Cleveland State University – 2019 Bachelor of Science - Health Science