RJ SCARINGE

AUTOMOTIVE SALES CONSULTANT

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PROFESSIONAL PROFILE

Customer-focused automotive sales professional with 9+ years of experience guiding buyers through electric vehicle selection, test drives, financing options, and delivery. Knowledgeable about Rivian, Tesla, Polestar, and Lucid EV models, charging, range, software features, and ownership education. Known for consultative selling, strong follow-up, and exceptional customer satisfaction.

CORE STRENGTHS

- ◆ Rivian & EV Product Knowledge
- ◆ Consultative Vehicle Sales
- ◆ Test Drives & Demonstrations
- ◆ Charging & Range Education
- ◆ CRM Lead Follow-Up
- ◆ Finance & Delivery Coordination

PROFESSIONAL EXPERIENCE

EV Sales Specialist | 2022 – Present

Summit EV Retail • Denver, CO | Rivian-focused showroom

- Guided customers through Rivian R1T and R1S features, performance, charging requirements, and test drives.
- Exceeded quarterly EV sales targets by 18% through personalized product demonstrations and structured follow-up.
- Supported trade-in, financing, and delivery coordination while maintaining accurate CRM records and customer updates.
- Created charging and ownership guides that increased first-appointment-to-sale conversion by 12%.
- Coordinated high-intent leads, trade-in appraisals, and delivery milestones to improve the customer purchase experience.

Senior Electric Vehicle Sales Advisor | 2018 – 2022

Front Range Electric Motors • Boulder, CO | Polestar and Lucid models

- Consulted with EV shoppers on battery range, home charging, incentives, safety technology, and total ownership cost.
- Increased qualified lead conversion by 16% through personalized virtual walkarounds and scheduled test drives.
- Partnered with finance and delivery teams to improve sales handoffs and reduce customer delivery delays.
- Developed tailored EV comparisons and financing scenarios to address buyer priorities and close complex sales.

Automotive Sales Consultant | 2015 – 2018

Mile High Mobility • Colorado Springs, CO | Tesla and pre-owned EVs

- Presented Tesla Model 3, Model Y, and competing EV options with clear comparisons of features and charging needs.
- Maintained a 92% follow-up completion rate and earned strong customer feedback for transparent vehicle presentations.
- Scheduled product demonstrations and guided buyers through available charging solutions and EV ownership considerations.
- Collaborated with delivery specialists to complete purchase documentation and prepare customers for vehicle handoff.

TRAINING & CERTIFICATIONS

EV Product & Charging Education • Consultative Sales Training • CRM Pipeline Management • Vehicle Financing Fundamentals • Customer Experience & Delivery Processes

EDUCATION

Bachelor of Science, Business Administration | Front Range College | Denver, CO