

# NATHAN GERBER

Sales Professional & Technologist

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## SUMMARY

Accomplished sales professional with 10+ years in Automotive and Retail Sales — known for top-ranked performance, CRM expertise, and building long-term client relationships. Direct experience founding and operating a small business from the ground up. Fluent across leading AI platforms and automation tools, with a focus on leveraging technology to drive smarter sales outcomes.

## WORK EXPERIENCE

### Valmark Chevrolet — New Braunfels, TX

April 2025 – Present

*Sales Professional*

- Consistently ranked among top performers in new and pre-owned vehicle sales.
- Managed the full sales cycle — consultation, vehicle selection, financing, and post-sale follow-up.
- Built long-term client relationships generating repeat business and referrals.

### World Car Mazda — New Braunfels, TX

April 2024 – April 2025

*Sales Representative / Internet Sales Manager*

- Ranked among top performers across individual and team sales metrics.
- Managed inbound internet leads with rapid follow-up and appointment scheduling.

### Gerber's ATM LLC — New Braunfels, TX

June 2022 – June 2024

*Founder & Operator*

- Founded and operated an ATM placement business — lead generation, vendor relations, and cash logistics.
- Maintained financial records and managed accounts across multiple active locations.
- Used market research to identify high-yield placement opportunities and guide expansion.

### Price CDRJ — New Braunfels, TX

April 2021 – April 2024

*Sales Representative & Internet Sales Manager*

- Recognized multiple times as Salesman of the Month.
- Led CRM platform evaluation and integration, working directly with developers and the sales team.

## SKILLS

### Sales & Client Management

Full-cycle automotive sales  
CRM systems & lead management  
Negotiation & deal closing  
Internet sales management  
Client retention & referrals

### Business & Operations

Small business ownership  
Financial recordkeeping  
Vendor relations & logistics  
Market research  
Process optimization

### AI & Automation

Claude (Anthropic)  
ChatGPT (OpenAI)  
Gemini (Google)  
DeepSeek  
AI workflow automation

## EDUCATION & AWARDS

### Engineering & Technology Academy

Roosevelt High School · San Antonio, TX

### Eagle Scout

Boy Scouts of America