



Sandro Guglielmi

General Sales Manager

Sandro Guglielmi can talk to you about the pleasures of owning a new Lexus in four languages.

Living in three different countries has helped Lexus of Chatswood's Italian born General Sales Manager hone his highly developed people skills. Having worked for many years in the tourism and automotive industry, and also owning his own small business, he has come to appreciate that doing the little things right can make all the difference.

Sandro also believes that treating customers as individuals is paramount. He works at building rapport with his customers and has a great feeling of satisfaction when a customer comes back to him to buy their second car, or car for a family member.

Sandro's personable approach to service is simple. He is always honest, transparent and focused on exceeding his customer's expectations.

In less than 10 years with Lexus of Chatswood, Sandro's skills and dedication have won him numerous accolades. He was the top Lexus Sales Consultant in Australia in 2006, and has been the Australian Lexus Sales Manager of the Year for the past three years. These awards recognise the number of Lexus owners Sandro has helped to purchase a new vehicle, his extensive product knowledge and customer satisfaction ratings.

Sandro has achieved these outstanding results through personal discipline and respect for others.

He always does what he says he will do.

Lexus' continual pursuit of perfection and the dealership's philosophy of 'treating every client like a guest in your own home' inspires Sandro to be the best that he can be for his clients and his staff.

"I am treated very well, like a member of a family, and that is how I like to treat our valued clients."

Sandro believes it is very important for businesses to give back to their local community. He is very proud of Lexus of Chatswood's support of community organisations, particularly those helping local school kids and kids with a disability.

A tall man, Sandro's personal favourite Lexus is the RX 350 because of its headroom and its ease of getting in and out of the vehicle.

Sandro is a keen reader of motivational books that foster a "believe and achieve" philosophy. "If you think you can do it, you will" is his advice to colleagues. The father of two boys, Sandro spends his spare time playing sport and relaxes by listening to both classical and easy listening music. His other love is fresh home-made pasta, "with lots of parmesan cheese, of course".

One of the best in the business, you can trust Sandro to help you to pursue perfection when purchasing your next Lexus.

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 **LEXUS** of Chatswood