ROBERT SMITH

Automotive Manager

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SUMMARY

Hardworking, organized, Automotive Manager professional with a proven background delivering sensible business technology solutions on time and under budget while working as a team member or team leader.

SKILLS

Management Skills, Multitasking, Customer Service.

WORK EXPERIENCE

Automotive Manager

ABC Corporation - May 2009 – 2011

- Increased subscriber growth by promoting the SiriusXM brand, processes and procedures within the automotive dealer network in Tennessee.
- Trained and educated Automotive Dealer Partners.
- Supported at all levels of accounts from Regional, District and Direct Management.
- Created and developed long lasting relationships while integrating SiriusXM processes and procedures within each of 200 dealerships.
- Met goal of successfully enrolling over 85% of dealerships in the SiriusXM Pre-Owned trial program.
- Established strong working relationships with corporate, regional and district automotive managers to improve dealer engagement, improve SiriusXM conversion rates and adoption of SiriusXM demonstration practices.
- Created regular correspondence providing marketing feedback, recommendations for promotions, merchandising improvements, training programs and competitive programs.

Automotive Manager

Delta Corporation - 2004 – 2009

- Open brand new facility with hiring new staff Ensure technicians obtain training and certifications Develop commercial accounts Create and implement .
- Established solid service systems to increase sales & personnel certification Implemented enthusiastic employee moral expectations Achieved high .
- Managed day to day operation of maintaining floor stock and inventory, priced and labeled incoming inventory, used CRT to track and monitor parts for .
- Managed automotive service, parts ordering, customer service, building maintenance, inventory, Accomplishments produced an automotive atmosphere that .
- Temporary assignment responsible for sales and mechanical work, customer service, ordering and receiving merchandise, record keeping, making .
- Parts and Service Director, Payroll administrator, facility administrator Responsible for parts orders, parts inventory, parts billing, customer .

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- Started large customer base from ground up Skills Used management of 10 employees, excellent communication skills, top customer satisfaction, .

SCHOLASTICS

- BS

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