

# Dealer Representative

# ROBERT SMITH

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## Objective

Background is a composure of all aspects of the automobile industry. Major expertise is in business management, coupled with consumer needs and evaluation of the market in order to adjust expenses accordingly with market fluctuation. The 14 years of sole ownership of a new car and truck facility gave me the overall ability to departmentalize with respect to expense structure in relation to potential profitability.

## Skills

Microsoft Office, Financial Analysis, Personal Banking, SAS Programming.

## Work Experience

### Dealer Representative

**ABC Corporate** - January 2010 - 2022

- Worked in the automotive industry in excess of 30 years.
- Developed strong time management, sales and analytical skills.
- Ability to build strong strategic working relationships, and also have the ability to work independently.
- In charged of daily accounting balance, collections reports from clients and daily budgets.
- Developed and maintained professional relationship with potential and current clients.
- Maintained assigned company vehicle and equipment.
- Monitored competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.

### Dealer Representative

**Delta Corporation** - 2007 - 2010

- LUMON Recruit, train, and demonstrate LUMON products to businesses with the goal of increasing sales for LUMON and its dealer network.
- Maintain positive and ongoing customer satisfaction goals.
- Train sales team on product demonstration.
- Offer ongoing sales support.
- Nations Credit Inventory audits of small businesses Managing and collecting of sold product Explaining new dealer programs to customers.
- Developed and maintained a state-wide sales network of automotive dealers and repair shops Achieved Sales Representative of the Year (2003, 2004) .
- Assisted in helping open up a brand new office in South Carolina Maintained relationships with current clients as well as established brand new .

## Education

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