

Robert Smith

Special Finance Manager

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
info@qwikresume.com
www.qwikresume.com

PERSONAL STATEMENT

Results-oriented Special Finance Manager professional with a diverse background in management and customer service. Dedicated to providing excellent customer service and making operational and procedural improvements. Highlights Team management Conflict resolution techniques Client relations specialist Meticulous attention to detail Focused on customer satisfaction Talent development.

SKILLS

Management, Sales
Management, Business
Development, Sales,
Finance, Automotive.

WORK EXPERIENCE

Special Finance Manager **ABC Corporation - 2018 - 2018**

Responsibilities:

- Consistently generated 20-30+ subprime deals per month.
- Averaged between \$55,000-\$80,000 per month gross profit Over the years has developed a very close rapport with all the various loan analysts and more importantly has always maintained an excellent reputation with the various lending institutions.
- Able to regularly get deals that were initially turned down approved.
- Structured transactions to maximize gross profit and closely monitored deals during the funding process to ensure they were funded in a timely manner.
- Helped expand lending institution availability to include several credit unions, thus increasing profitability.
- Developed effective advertising strategy; led dramatic increases in dealerships financial opportunities.
- Worked directly with the banks to get deals financed Appraised vehicles to make sure they are operational and functional Processed the proper .

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company Name)
Reference - 2 (Company Name)

Special Finance Manager **Delta Corporation - 2014 - 2016**

Responsibilities:

- Coordinate financing and delivery of new/used vehicle sales to sub prime customers; Make presentations to all buyers on Extended Service Plans, GAP, .
- Responsible for all clients with below average credit scores to enable them to achieve transportation in spite of their high risk to any lender.
- Create perfect and cashable contracts to satisfy lender and assure that contract with banks and others are both airtight for lender and attainable .
- Create an atmosphere of trust so client can feel good about the purchase even though they were usually quite large payments due to rate and term.
- Assisting credit challenged customers in finding the vehicle of their needs and helping them acquire financing.
- Responsible for creating deal structures according to lenders guidelines.
- Working with lenders to negotiate the best financing and loan advance to maximize profit on each deal.

Education

GED