

Ava Davis

Used Car Director

support@qwikresume.com (123) 456 7899 Los Angeles
www.qwikresume.com



PROFESSIONAL SUMMARY

Innovative Used Car Director with 7 years of experience transforming dealership operations and driving sales excellence. Proficient in managing inventory and enhancing team performance to achieve strategic objectives. Dedicated to fostering a customer-first approach that maximizes satisfaction and profitability while implementing data-driven solutions for sustainable growth.

WORK EXPERIENCE

Used Car Director Jun / 2021-Ongoing
Seaside Innovations Santa Monica, CA

- 1. Conducted regular performance analysis meetings to review sales targets and operational efficiency.
- 2. Managed inventory audits and ensured timely completion of recalls, enhancing customer trust.
- 3. Collaborated with the service department to optimize reconditioning processes for used vehicles.
- 4. Led inspections of all used vehicles to ensure compliance with dealership standards and quality assurance.
- 5. Developed detailed estimates based on technician assessments and customer needs, improving service transparency.
- 6. Managed communication with stakeholders to secure approvals for additional repairs and services.
- 7. Trained and mentored team members on best practices for customer engagement and sales techniques.

Used Car Director Jun / 2018-Jun / 2021
Silver Lake Enterprises Seattle, WA

- 1. Restructured and revitalized business operations across three locations following corporate acquisition.
- 2. Oversaw the purchasing of all inventory and managed wholesaling across the three dealerships.
- 3. Recruited, trained, and supervised Used Car Managers and sales personnel, building a cohesive team.
- 4. Established pricing structures and policies for vehicle reconditioning, ensuring profitability.
- 5. Launched a successful Certification Program that enhanced vehicle quality and customer trust.

EDUCATION

Bachelor of Science in Business Administration Jun / 2015 - Jun / 2018
University of Central Florida Seattle, WA

Focused on management principles and operational strategies relevant to the automotive industry.

SKILLS

- Inventory Management
- Process Improvement
- Risk Management
- Sales Training
- Promotional Campaigns

INTERESTS

- Home Brewing Wildlife Conservation
- Running Public Speaking

STRENGTHS

- Willingness Wisdom
- Zeal Ingenuity

LANGUAGES

- English Polish Arabic

ACHIEVEMENTS

- Increased used car sales by 25% year-over-year through strategic marketing and inventory management.
- Implemented a comprehensive training program for sales staff, resulting in a 15% boost in customer satisfaction ratings.