

# ETHAN MARTINEZ

## Wholesale Used Car Manager

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### PROFESSIONAL SUMMARY

Accomplished Wholesale Used Car Manager with 7 years of experience in driving sales and optimizing dealership operations. Expertise in vehicle procurement, inventory management, and team leadership, resulting in significant revenue increases. Passionate about enhancing customer satisfaction and fostering strong relationships while streamlining processes for operational excellence.

### WORK EXPERIENCE

#### Wholesale Used Car Manager

Pineapple Enterprises

Mar / 2020-Ongoing

Santa Monica, CA

- 1. Supervised sales team performance and recruited top talent to enhance productivity.
- 2. Ensured compliance with all regulations governing used vehicle sales, improving operational integrity.
- 3. Monitored market trends to adjust pricing strategies and maximize profitability.
- 4. Developed and executed effective sales training programs for new employees, boosting team performance.
- 5. Analyzed sales data to identify opportunities for growth and implement strategic initiatives.
- 6. Collaborated with marketing teams to enhance online presence and drive internet sales.
- 7. Managed relationships with wholesale buyers, negotiating favorable terms and conditions.

#### Used Car Manager/Analyst

Silver Lake Enterprises

Mar / 2018-Mar / 2020

Seattle, WA

- 1. Directed all operations within the used car sales department, focusing on inventory control and staffing.
- 2. Established an internet sales department, increasing online leads and sales conversions.
- 3. Implemented Vauto Inventory Management systems to optimize inventory turnover.
- 4. Adopted industry best practices in vehicle management, resulting in doubled pre-owned sales.
- 5. Significantly increased internet sales through targeted marketing strategies.
- 6. Reduced aged inventory levels, effectively minimizing potential wholesale losses.

### EDUCATION

#### Bachelor of Business Administration

University of Automotive Excellence

Mar / 2016-Mar / 2018

Denver, CO

Focused on automotive management and sales strategies.

### SKILLS

Data Analysis And Reporting

Negotiation Skills

Customer Relationship Management

Sales Strategy Development

### ACHIEVEMENTS

- Increased overall used car sales by 35% through strategic inventory management and targeted marketing.
- Achieved a 20% reduction in aged inventory, significantly minimizing wholesale losses.
- Implemented a new customer feedback system that improved customer satisfaction ratings by 25%.