

Skills and abilities



SUMMARY

Accomplished Executive with solid educational credentials and more than 10 years of experience in the automotive industry. Strong understanding of the market mechanisms, customer needs, and challenges in the dealership business. Managed one of the original groups of franchises that made up Dealer Specialties and helped build the largest aggregate of vehicle data in the automotive industry. Acquired a direct and indirect network of decision-makers throughout the various automotive businesses, small and large, domestic and international.

AREAS OF EXPERTISE

- Dealership Management
- Strategic Planning
- Lean Management Methods
- Vehicle Inventory Administration
- Process Improvement Tools
- Various Business Models in Automotives Field
- Marketing Tools

KEY ACCOMPLISHMENTS

Created and successfully managed several own business ventures. Acquired a Dealer Specialties franchise for Nevada. Received multiple awards for

growth and sales in the automotive market. Accomplished record growth in liaison with Autotrader. com and other vendors. Built partnerships with companies from South Africa, Australia, Asia and Europe. Coordinated Dealer Manage System (DMS) that is SaaS and able to directly compete against Reynolds and Reynolds, ADP and the Dealer Track DMS systems.

PROFESSIONAL EXPERIENCE

EDUCATION

SKILLS AND ABILITIES

Natural decision-maker with a professionally aggressive approach to work. Result-oriented and motivation-driven in accomplishing organizational goals. Team player with a participatory style of leadership. Trustworthy and diplomatic when it comes to dealing with customers and partners. Strong presenting, persuasive, and public speaking skills.