

FINANCE MANAGER

Summary

Top performing Individual with a consistent track record of surpassing sales goals and meeting objections. Extensive sales experience in the retail and customer service industry specializing in auto sales. An innovative manager who has lead a cohesive sales team in consistently achieving aggressive stretch goals with unique abilities in making decisions and problem solving.

Highlights

- Excellent Communication
- Contracts and Negotiations
- Cross-Cultural Sales Background
- Marketing
- Leadership & Management
- Bi-lingual

Accomplishments

Exceeded Sales goals by 40 % on a monthly basis, which led to promotion to Finance Manager in 4 months. Managed a successful sales team of 12 members who consistently exceeded sales goals by 20% each month.

Experience

Finance Manager 11/2010 to 01/2015 Company Name City , State

- Understands automobiles by studying characteristics, capabilities, and features; comparing and contrasting competitive models; inspecting automobiles.
- Develops buyers by maintaining rapport with previous customers; suggesting trade-ins; meeting prospects at community activities; greeting drop-ins; responding to inquiries; recommending sales campaigns and promotions.
- Closes sales by overcoming objections; asking for sales; negotiating price; completing sales or purchase contracts; explaining provisions; explaining and offering warranties, services, and financing; collects payment; delivers autos.
- Continuously seeking new lending institutions and maintained good working relationships to secure competitive interest rates and financing programs.

Finance Manager 11/2015 to 08/2016 Company Name City , State Negotiated and reviewed business contracts and financial models with profitability and financial success in mind. Hands-on negotiations with clients. Secured loans for customers

Finance Manager 02/2015 to 08/2015 Company Name City , State

- Responsible for maintaining good working relationships with lenders to secure competitive interest rates and financing programs.
- Offering vehicle financing to customers and providing them with a thorough explanation of aftermarket products and extended warranties and a complete explanation of manufacturer and dealership service procedures and policies.
- Processing financing and leasing deals accurately and securing approval through financial sources to secure approval and through the proper federal, state and corporate channels.

CNA 01/2003 to 07/2010 Company Name City , State

- Performed patient care in a long term, geriatric care Hospice and terminally ill care of patients and family Daily care of 13 bed unit Bathing and care of patients.
- Charted and documented activities as well as working in teams with doctors, and ancillary personnel.

Education

Certificate : Finance & Automotive Insurance 2014 UDS City , State

Skills

automobiles, Bi, competitive, contracts, features, financing, financial, Hospice, inspecting, Leadership, Marketing, negotiating, Negotiation, Bathing, patient care, personnel, policies, rapport, Sales