[Candidate's Name](http://www.jobvertise.com/employers/register)

[Street Address](http://www.jobvertise.com/employers/register) South Second Street

Frackville, PA [Street Address](http://www.jobvertise.com/employers/register)

[PHONE NUMBER AVAILABLE](http://www.jobvertise.com/employers/register)

[EMAIL AVAILABLE](http://www.jobvertise.com/employers/register)

**MANAGEMENT PROFILE**

Successful sales professional with 27 years experience in automotive parts

and accessories, retail stores. Maximized bottom line through staff

management, inventory control and complete customer service - both

wholesale and retail by individual needs.

**QUALIFICATION SUMMARY**

. sales management .customer service

. staff training . assist in

automotive shows and parts sales

. inventory control . employee hiring

. advertising input . work scheduling

**ACCOMPLISHMENTS**

Managed a 1.5 million dollar net sales automotive parts and accessory store

with 8 employees and oversee operations of another 3 million dollars of

sales in 3 other regional stores including pricing of parts for location

matching demographics.

**WORK EXPERIENCE**

A&A Auto Parts Stores - From March 1986 through September of 2012.

Started March 1986 as a counterperson.

Promoted to Assistant Manager - 1988

Promoted to Store Manager - 1990 to 2012

Promoted to Regional Manager - 2006 to 2012

**JOB DESCRIPTION**

Directed recruitment/training/staff development to maximize productivity

and revenue potential through sales team development.

Administered daily operations to reduce turnover and increase employee

retention by creating a positive work environment.

Produced strong wholesale and retail business relationships to ensure

development

Ensure store is prepared for inventory audits and statistics.

Develop advertising ideas for company sales

Sold products according to customer's individual needs providing

competitive offers to match market trends.

Knowledgeable in automotive, diesel, performance, accessories, wheels and tires.

**EDUCATION**

North Schuylkill High School - From 1977 through graduation 1982

North Schuylkill Vocational School - From 1979 to 1982 for automotive

technologies