

DR

# Dylan Rogers

## Automotive Finance Manager

Automotive finance manager with eight years of experience at CarMax and AutoNation. Expert in loan origination, vendor negotiations, and compliance. Proven record of exceeding sales goals by 20% and maintaining credit approval rates above 90%.



City, State Abbreviation, Zip Code



(123) 456-7890



email@example.com



LinkedIn | Portfolio

## KEY SKILLS

- Loan origination & underwriting
- Vendor & lender negotiations
- Regulatory compliance (TILA, CFPB)
- Credit evaluation & relationship management

## CERTIFICATIONS

- AF&I Certification, Nissan University, March 2017
- Certified Public Accountant (CPA), AICPA, May 2021

## PROFESSIONAL EXPERIENCE

### FINANCE MANAGER | CARMAX

ORLANDO, FL | SEPTEMBER 2018 – PRESENT

- Originated and funded an average of 150 auto loans per month, achieving a 92% approval rate
- Negotiated lender contracts resulting in a 0.5% improvement in financing rates, boosting dealership margins
- Mentored a team of four junior finance associates, improving closing rates by 18%

### ASSISTANT FINANCE MANAGER | AUTONATION TOYOTA

PALO ALTO, CA | JUNE 2015 – AUGUST 2018

- Assisted in underwriting auto loans, reviewing credit applications, and ensuring compliance with regulations
- Partnered with sales staff to present financing options, resulting in a 20% increase in F&I product penetration
- Worked with third-party lenders to resolve customer credit issues, achieving a 95% customer satisfaction rating

## EDUCATION

- Bachelor of Science in Finance  
Florida State University, Tallahassee, FL | May 2015
- Urbana-Champaign, IL  
Bachelor of Science in Accounting, University of Illinois | May 2008