



# Bobby Myers

## Auto Sales Manager

Seasoned auto sales manager with eight years of experience at AutoNation and CarMax. Expert in inventory management, customer financing, and dealership operations. Increased annual unit sales by 22% and improved gross margin by 5%.

### CONTACT



(123) 456-7890



email@example.com



LinkedIn | Portfolio



City, ST 12345

### EDUCATION

Bachelor of Science in Business  
Administration  
Florida State University, Tallahassee, FL  
May 2015

### KEY SKILLS

- Dealership operations management
- Inventory & OEM relationship management
- Customer financing & loan structuring
- Sales team recruiting & coaching

### PROFESSIONAL EXPERIENCE

- **Auto Sales Manager, AutoNation, Miami, FL**  
May 2019 – Present
  - Oversaw daily operations of a 200-vehicle inventory, driving a 22% increase in annual unit sales.
  - Negotiated OEM supply contracts to secure preferential pricing, improving gross margin by 5%.
  - Recruited and trained a team of 10 sales representatives, boosting team closing rates by 18%.
- **Sales Team Lead, CarMax, Orlando, FL**  
January 2016 – April 2019
  - Led a six-person sales team to exceed monthly targets by 15% consistently.
  - Managed trade-in evaluations and customer financing packages, achieving a 95% customer satisfaction rating.
  - Collaborated with marketing to implement promotional events, resulting in a 10% increase in showroom foot traffic.

### CERTIFICATIONS

- **Automotive Sales Professional Certification, National Automobile Dealers Association (NADA), May 2017**