

# SOPHIA MARTINEZ

Finance and Insurance Manager

City, ST | (123) 456-7890 | email@example.com | LinkedIn



## PROFILE

Finance and insurance manager with six years of experience in automotive finance, insurance sales, and regulatory compliance. Known for optimizing Finance and Insurance (F&I) product offerings to boost dealership revenue while ensuring customer satisfaction.

## KEY SKILLS

- F&I product sales
- Regulatory compliance
- Risk management
- Deal structuring
- Auto financing

## PROFESSIONAL EXPERIENCE

### Finance and Insurance Manager

Royal Auto Group, City, ST | September 2019 - Present

- Increased F&I product penetration by 18% year over year through tailored finance packages
- Ensured compliance with all state and federal regulations, passing internal audits with 100%
- Trained sales team on presenting finance and insurance options effectively

### Finance Associate

Prestige Motors, City, ST | May 2016 - August 2019

- Supported daily financing operations and collaborated with lenders to approve customer loans
- Generated reports tracking F&I revenue and customer satisfaction scores
- Sold extended warranties, GAP insurance, and protection plans

## EDUCATION

### Bachelor of Business Administration (B.B.A.) in Finance

City Business University, City, ST | May 2016