(765) 470-2089

Website: www.deardorffdevelopment.com LinkedIn: www.linkedin.com/in/adrian-deardorff

Email: 80deardorff@live.com

# Summary of Skills:

- Automotive collision repair (structural, non-structural, mechanical, and refinishing)
- Software/web development (HTML, CSS, JavaScript, jQuery, and Python)
- Experience of software programs (Word, Excel, PowerPoint, Outlook, Salesforce, Concur, etc.)
- Management, sales, and technical experience
- Credentials for world travel (TWIC, Chinese Visa, US Passport)

# Professional Experience:

### BMW Concord (BMW CCRC), Concord, CA

#### **Collision Center Manager**

September 2017 - March 2018

Responsible for 38 employees. Monthly average gross sales of \$1.2M. Collision center fully certified for BMW, MINI, and Audi. Managed entire collision repair facility including but not limited to a full time tow truck with driver and two employees who solely performed full vehicle wraps, clear bra, and window tint application.

#### BMW of North America, Atlanta, GA

### Contracted Employee for BMW of North America through Dekra Automotive NA

April 2014 - July 2017

Worked with Aftersales department and ColorSystem handling primarily the Southern, Eastern, and Western Regions of the U.S. Responsibilities include technically supporting painters in the field, pushing the sales of the ColorSystem paint line, and maintaining weekly business travel expenses. (2015 and 2016 YOY Sales increase of %12 and %13 respectively for region)

### Bert Smith Collision Center (BMW CCRC), Saint Petersburg, FL

### **Collision Technician**

January 2011 – December 2013

Accustomed to BMW, Porsche, Volkswagen, and Subaru. Responsibilities include body and structural repairs before primer and paint, managing three work bays including a frame bench, and accounting of work hours along with negotiation with insurance adjusters. Repair techniques included but not limited to aluminum structural welding, panel bonding, self-piercing riveting, etc.

### Education:

### Codify Academy, San Francisco, CA

- Front-end Web Development
- HTML, CSS, JavaScript, jQuery, Vue.js, APIs, Responsive Design
- Graduation: Aug 2018

### Western Governors University, Salt Lake City, UT

- B.S. Business Management
- Expected Graduation: 2019

### BMW Paint and Body STEP, Woodcliff Lake, NJ

- Fully OEM Certified Technician in BMW Collision Repair
- Graduation: 2010

Walnut Creek, CA

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### WyoTech, Laramie, WY

- Associate in Specialized Technology (A.S.T.) degree in Collision/Refinishing (consisting of 1,500 hours in lab, theory, and practical application projects.)
- Applied Service Management concentration (business principles, shop management, accounting, communications, financial management, and computer applications)
- Motorsports Chassis Fabrication concentration (consisting of 500 hours in lab and theory.)
- Graduation: June 2009

### North Miami Community High School, Denver, IN

- Received Core 40 Diploma
- Graduation: May 2008
- Three Sport Athlete

### Heartland Career Center, Wabash, IN

- · Concurrent with junior and senior year of high school
- Graduated with technical honors in the field of auto collision repair and refinishing
- Received a gold on the WorkKeys Career Assessment
- Graduation: May 2008

# References:

Kenny Tran, Aftersales Area Manager, BMW North America

Phone: (201) 637-5321

• Jeff Lundy, Southern Region Aftersales Development Manager, BMW North America

Phone: (770) 552-3839

• Franz Zacharias, Lead Product Technical Support BMW, Axalta Coatings

Phone: (650) 430-9499

• Kevin Miller, Collision Director, Sojitz Automotive Group

Phone: (510) 290-9923

Matthew Koerner, Baltimore VDC Paint/Body/ & Parts Manager, BMW North America

Phone: (443) 878-5027