

ADAN THOMPSON

1 Main Street, New Cityland, CA 91010 | | C: (555) 322-7337 example-email@example.com

Summary

Goal-driven Commercial Parts Pro skilled at developing business, generating revenue, and maximizing sales opportunities. 12+ year track record of success in automotive sales. Personable and proactive professional with multi-lingual fluency in English, Hebrew, and Spanish.

Highlights

- Sales proficient
- Inventory management
- Lead development
- Exceptional follow-up
- Training and team leadership
- Operational oversight
- Valid California driver's license
- Responsible and defensive driver
- Physically fit
- Courteous service

Experience

- Commercial Parts Pro**
Dynamic Auto Parts — New Cityland, CA

Dec 2008 to Current

 - Reach out to local businesses to establish contact and determine parts needs.
 - Follow up with potential business accounts to answer questions and recommend options.
 - Coach all parts pros on sales techniques, customer service, and follow up skills.
 - Inspect commercial delivery vehicles, complete minor repairs, and manage preventative maintenance.
 - Assist customers at retail counter with parts and diagnostic questions.
- Commercial Parts Pro**
Gage Auto Part Supply — New Cityland, CA

Oct 2004 to Nov 2008

 - Worked flexible schedule to ensure all store needs were met.
 - Actively networked with local business owners one-on-one and at group functions.
 - Supervised parts pros and corrected problem or ineffective techniques.
 - Diagnosed vehicle issues using comprehensive vehicle knowledge.
 - Reworked parts storage system to be more intuitive and improve efficiency of retrievals.
- Commercial Parts Pro**
Perez Auto Parts — New Cityland, CA

Jun 2001 to Sep 2004

 - Developed and maintained robust commercial accounts program.
 - Consistently sought out training opportunities inside and outside store environment.
 - Managed store inventory including ordering parts and determining optimal stock levels.
 - Helped in-store customers select appropriate merchandise for needs.
 - Unloaded delivery trucks, loaded local delivery trucks, and stocked shelves.

Education

- Bachelor of Science, Mechanical Engineering**
University of California — New Cityland, CA
- 2001

Certifications

- ASE and Fleet Safety Certified