

ADAN THOMPSON

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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
<ul style="list-style-type: none">• 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
<ul style="list-style-type: none">• 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
<ul style="list-style-type: none">• 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
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Certifications

ASE and Fleet Safety Certified