

# Gary Jacobi

95467 Moen Valleys, Houston, TX ♦ Phone: +1 (555) 725 7771

---

## EXPERIENCE

05/2020 – present

### KIRLIN AND SONS

Dallas, TX

#### *Automotive*

- Proficient understanding of all business segments of auto dealership business
- A proven experience and motivation on Digital Transformation projects
- Solid sales forecasting abilities and revenue achievement in the Italian market
- Successful history of net new business sales (preferably to the manufacturing segment)
- Proficient in face-to-face sales calling including up-selling, appointment setting and cold calling
- Demonstrated record of success in a goal-oriented, highly accountable environment
- Thrives in a fast-paced, rapidly changing environment
- Enthusiastic and passionate, drives success through direct reports “influences” and works effectively in a matrix environment
- Knowledge of Automotive as a vertical
- Demonstrable track record of achieving and exceeding sales targets whilst managing a small number of large accounts

05/2016 – 02/2020

### KILBACK, O'REILLY AND SANFORD

Dallas, TX

#### *Automotive*

- Maintain "work orders" and other logs in order to track vehicle history
- Service and repair trailers
- Maintain and repair trailer tires
- Maintain a clean work area and general housekeeping throughout the garage
- Travel locally to pick up parts and supplies
- Fill in as spotter when needed
- Mechanical aptitude to include familiarity with hand tools, power tools, welders, grinders, air and hydraulic jacks, tire repair equipment,
- Tire and Lube experience
- Experience in the Automotive industry vertical
- Applies an understanding of policies and procedures to situations and operations in a business area

## EDUCATION

### CALIFORNIA COLLEGE OF THE ARTS

Associate in Education

## SKILLS

- Applies knowledge of company structure and operations to resolve problems, make decisions and achieve business objectives
- Builds labor relations with unionized employees, and addresses and resolves requests and situations
- Provides a clear direction for the team in support of business objectives
- Finalising files and artworks for all the jobs with pixel perfection and speed
- Adapting artworks into many sizes
- Incorporate quick changes recommended by the clients into the final design within the constraints of time
- Ensures all work produced adheres to specified guidelines
- Prepare file for printing upon request
- Develop graphics and material for presentations upon Art Directors request
- Carries out work as briefed, unless variations to brief are requested