

Eulah Botsford

693 Devin Trace, Philadelphia, PA ♦ Phone: +1 (555) 191 5282

EXPERIENCE

AUTOMOTIVE FINANCE & INSURANCE MANAGER

San Francisco, CA

06/2015 – present

- Produce & submit accurate paperwork for title work and to secure funding from finance sources in a timely manner
- Adhere to all local and national regulations and work with sales management to ensure maximum profit
- Performing administrative duties and completing paperwork involved with the sale of the vehicle
- Build rapport with customers to build a base of referrals to establish customer network
- Work directly with our employees and customers to develop relationships and help bridge disconnects in the sales process
- Performs related clerical duties, maintains filing and record systems, completes reports and answers customer concerns
- Prepares financing documentation and related paperwork

ACCOUNT MANAGER AUTOMOTIVE

Dallas, TX

10/2012 – 01/2015

- Assists OEMs and suppliers in developing applications using SABIC resins
- Manages, develops and grows molder accounts in assigned geography
- Manages, develops and grows converter accounts in assigned geography
- Provide support to FAE/AE, Marketing and Operations teams to provide customer best-in-class service and drive business growth
- Team oriented approach with respective NVIDIA Program Managers, FAE and Worldwide Global Sales teams
- Manage price and margin according to the business guidelines
- Develop close relationships within customers' ecosystems

AUTOMOTIVE ACCOUNT MANAGER

Chicago, IL

11/2008 – 08/2012

- Work with Operations Manager, sales staff and clients in researching and resolving discrepancies
- Providing back up support to Account Managers, Administrative, and other station personnel
- Awareness of competition's capabilities and approaches to the market and provide countermeasures to increase market share
- Work with sales team to define long term customer strategy to ensure strong growth rates and high customer satisfaction with key account
- Optimize Account team performance
- Manage dealer client requests and coordinate internal resources to ensure client requests are satisfied
- Develop and implement plan to penetrate target list of Automotive OEM and/or Tier One end customers

EDUCATION

UNIVERSITY OF MASSACHUSETTS AMHERST

Bachelor's Degree in Attention

SKILLS

- Develop new leads and leverage existing relationships in the auto industry by cold calling and obtaining face to face appointments with dealer principles, directors of marketing, and agency decision maker
- Identify, hire, coach, train, and motivate a high performing sales team
- Attain new business accounts and sponsorships in the automotive sector using the entire iHeart Media Brand portfolio, including radio advertising, digital media and the Total Traffic + Weather Network
- Work hand in hand with account executives, automotive sales manager and Director of Sales to grow new accounts and increase spend of existing accounts
- Obtain specific ROI metrics with potential automotive advertisers and over-deliver on expectations in terms of sales and service
- Solicit funding for broadcast and non-broadcast projects, special events, web streaming and other off-air projects
- Develop presentations to corporations and agencies that specialize in automotive advertising to leverage iHeart Media portfolio to encourage automotive advertisers to rely more heavily on our company
- 3+ years prior experience in successful sales role specializing in the automotive industry
- Superior written and verbal communication skills
- Professional appearance and strong interpersonal skills