

Gary Jacobi

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EXPERIENCE	KIRLIN AND SONS	Dallas, TX
05/2020 – present	Automotive <ul style="list-style-type: none">• 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 Automotive <ul style="list-style-type: none">• 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	Dallas, TX
EDUCATION	CALIFORNIA COLLEGE OF THE ARTS	Associate in Education
SKILLS	<ul style="list-style-type: none">• 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	