

GEORGE W. McCARTHY
9353 W. Twain Ave #139
Las Vegas, NV 89147
507-450-2591

Career Highlights:

- Excels in demanding, fast paced environments
- Clear, concise and accurate record keeping skills
- Proven leadership skills with a history of coaching award-winning sales teams
- Ability to efficiently balance multiple sales opportunities
- Excellent communication skills

Experience:

Dahl Automotive Chevy, Buick, GMC, Winona, MN - New & Used Auto Sales

February 2015 -January 2020

Provided an excellent guest service experience by assisting dealership guests in locating and financing new and used vehicles; applies GM product certification training in all aspects of monthly sales goals; consistently ranks #1 in sales on campus; consistently ranks #1 in guest satisfaction for five years in a row; recognized for highest grossing dealership sales within six months of hire.

Pawn America, Rochester, MN - Head Coach

June 2012 - January 2015

Effectively lead low performing retail operation to #1 regional retailer in sales within twelve months; consistently implemented innovative sales techniques to increase store profits; community engagement through Rochester Boys and Girls Club and Rochester Chamber of Commerce.

Pawn America, Onalaska, WI - Assistant Coach

March 2010 – June 2012

Participated in all aspects of managing a large retail operation; effectively maintained profit and loss margins within company parameters; excelled in consumer public relations; attained record setting sales when faced with multiple challenges; consistently provided exceptional customer service; effective problem solving skills; applied loss prevention protocols; maintained a diversified portfolio of merchandise to attain desired profit margin; led a team of twelve brokers and sales associates; effectively coached employees to maximize profits; maintained customer confidentiality within company protocols; excelled in challenging sales conditions.