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# JOHN S. MENARD

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Bilingual business professional with in-depth experience in sales, customer service, management, operational planning and business development. Results-driven and detail-oriented, with the ability to work independently or with a team.

## EDUCATION

UNIVERSITY OF CENTRAL FLORIDA, Orlando, FL – B.A. in Communications, 2012

## EXPERIENCE

ENTERPRISE HOLDINGS, SANFORD, FL

TRI-BRAND STATION MANAGER – AUG/2013-AUG /2018

- Responsible for the daily operation of Enterprise, National and Alamo Rent-A-Car, including reversion management, vehicle availability, rate integrity, inside sales, accounts receivable, underwriting and customer service.
- Trained, developed and motivated a team of over 30 individuals to increase branch sales and to provide excellent customer service.
- Demonstrated strong leadership abilities in order to multi-task in a fast paced working environment and make crucial business decisions.
- Analyzed branch income statement monthly to increase revenue by reducing costs and increasing income.

PHOENIX NETWORK, ORLANDO, FL

SALES/MARKETING INTERN – JAN/2012-JUNE/2012

- Maintained and developed relationships with existing customers in person and via telephone
- Participated in promotional events
- Researched advertising prospects

WALT DISNEY WORLD, ORLANDO, FL

BELL DISPATCHER – FEB/2010-FEB/2011

- Directed 4-7 Bellmen
- Organized luggage deliveries and maintained luggage room.
- Greeted guests upon arrival at resort and completed service requests.

AMERICAN LUNG ASSOCIATION, ORLANDO, FL

INTERN TO EXECUTIVE DIRECTOR – FEB/2011-JUNE/2011

- Assisted with various areas of nonprofit management
- Coordinated logistics for fundraising and secured donations
- Assisted with community outreach and followed up on leads with different prospect

CITY OF PEMBROKE PINES, PEMBROKE PINES, FL  
RECREATIONAL SPECIALIST – 2006-2008

- Taught and coached thirty young children in various sports
- Helped plan large-scale city events
- Refereed weekly sporting events