

Jesse Bentrup

Operations & Sales Leader | Mentorship-Driven Growth Specialist Circle Pines, MN | 763-639-0874 | jesse.bentrup@bentrupagency.com jessebentrup.github.io/my-resume/

EXECUTIVE SUMMARY

A Value-Focused Leader Who Builds People to Build Profits. I am a decisive and empathetic Operations Leader with over 20 years of experience transforming stagnant departments into high-revenue engines. My career is defined by two simple things: **measurable transformation** and the **long-term development of people**. I specialize in taking a "common sense" look at broken or underperforming systems to find the hidden revenue. Whether it was founding a Farmers Insurance agency and scaling it from zero to **\$1.5M** or overhauling a dealership finance department to grow annual revenue from **\$800K to over \$3M**, I focus on building scalable systems that outlast my own tenure.

As a **Scrum Fundamentals** and **Six Sigma Yellow Belt** certified professional, I combine modern operational frameworks with the "boots-on-the-ground" grit required to lead through high-stress environments—including successfully navigating a non-profit through the COVID-19 pandemic.

My Mentorship & Leadership Philosophy: I've moved past the "commission-only" chase and high-pressure micromanagement. I lead by identifying human bottlenecks and mentoring staff into high-level managers. I am seeking a stable, salaried leadership role where I can offer consistency, "bench strength" development, and a culture-first approach to excellence.

KEY LEADERSHIP PILLARS

- **Operational Scale & Efficiency:** Expert in tripling revenue through process design, Lean methodologies, and CRM optimization (Salesforce, Zoho, LACRM).
 - **The Mentorship Legacy:** A proven track record of developing talent; I build teams that thrive even when I am not in the room.
 - **Strategic Adaptability:** Proficient in P&L management and Agile/Scrum coordination, with a unique ability to pivot strategies during economic or global shifts.
 - **Crisis Resilience:** Experience maintaining organizational stability and securing major commitments during periods of extreme uncertainty.
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PROFESSIONAL EXPERIENCE

Goons 4 Good | Minneapolis–St. Paul, MN **Co-Founder & Director of Operations** | 2019 – Present

- **Collaborative Infrastructure:** Engineered the operational model for a charitable sports organization, empowering a core team of volunteers to scale from a single pilot event to 6 annual large-scale tournaments.
- **Community Partnerships:** Orchestrated **\$100K+** in charitable giving by building a network of local business sponsors and community advocates.
- **Process Innovation:** Designed and implemented custom registration, merchandise, and logistics technology that increased participation and streamlined financial tracking.

Farmers Insurance (The Bentrup Agency) | Lino Lakes, MN **Agency Founder & Principal Consultant** | 2017 – 2025

- **Team-Driven Growth:** Founded and led an agency to **\$1.5M** in annual revenue by cultivating a high-performing team focused on relationship management and client retention.
- **Mentorship-First Exit:** Prioritized a seamless transition for staff and clients during the agency sale, providing coaching to the successor to maintain operational stability and 100% retention.
- **Performance Excellence:** Earned "Blue Vase" and "Toppers Club" honors for top 5% performance in the region through disciplined process design.

Centennial Area Education Foundation | Circle Pines, MN **Board President** | 2019 – 2024

- **Crisis Leadership:** Successfully steered the 501(c)(3) through the COVID-19 pandemic, maintaining organizational stability and donor confidence during global uncertainty.
- **Digital Modernization:** Overhauled legacy donor management systems, implementing modern financial software that increased transparency and reporting accuracy for the board.
- **Strategic Fundraising:** Secured multiple five-figure gifts (**\$25K+**) and rebranded scholarship programs to better align with long-term district needs.

Luther Automotive Group | Hopkins, MN **Sales & Finance Manager (Leadership & Strategy Support)** | 2015 – 2017

- **Supportive Leadership:** Served as a strategic partner to upper management, facilitating the execution of group-wide initiatives through team-focused sales workflows.
- **Operational Consistency:** Supported daily team activity metrics and accountability systems, ensuring the department remained high-performing during leadership transitions.
- **Integrity & Continuity:** Coordinated closely with dealership leadership on a transparent, 6-month transition plan, ensuring the team remained stable and focused while I prepared for my next venture.

Kline Nissan | Maplewood, MN Operational Turnaround Specialist (Contract) | 2014 – 2015

- **Rapid Operational Turnaround:** Dropped into an underperforming department to overhaul inventory strategy, successfully reducing average days-in-stock from **150+ days to a lean 45-day turn** in six months.
- **Strategic Partnership Development:** Restructured and strengthened relationships with wholesalers and auction partners to stabilize trade-in returns and ensure consistent inventory flow.
- **Team Leadership & Transition:** Mentored the appraisal and sales teams on high-margin decision-making, ensuring the department remained profitable and self-sustaining after the contract term.

Buerkle Automotive Group | Saint Paul, MN Director of Finance & Operations | 2005 – 2014

- **Strategic Revenue Expansion:** Orchestrated a department-wide turnaround, tripling annual revenue from **\$800K to over \$3 Million** by leading and empowering a team of 6 Finance Managers.
- **Cross-Functional Optimization:** Acted as an internal consultant to Sales and Used Car departments to refine the "Sales-to-Finance" hand-off, removing operational bottlenecks and improving the total customer journey.
- **The Mentorship Legacy:** Built a sustainable leadership pipeline; multiple former direct reports have since ascended to **General Manager and Sales Manager** roles within the organization.

Morrie's Auto Group | Brooklyn Center, MN Finance Director & Leadership Mentor | 2001 – 2005

- **Market-Leading Performance:** Directed the group's top-performing finance department in a high-complexity credit market through creative lender partnerships and structured deal design.
- **Talent Development:** Established a culture of professional progression, personally mentoring a team—many of whom have since transitioned into **Director and Executive-level roles** across the industry.
- **Operational Synergy:** Standardized communication protocols between the internet sales team and the finance department to increase approval rates and back-end gross.

EDUCATION & CERTIFICATIONS

- **Six Sigma Yellow Belt Certified** | ScrumStudy (2025)
- **Scrum Fundamentals Certified (SFC)** | SCRUMstudy (2025)
- **Minnesota State University, Mankato** | Coursework in Social Studies / Pre-Med