

Professional Summary

Results-driven finance professional with 8+ years of experience in vehicle finance, driving business growth through strategic planning, risk management, and team leadership. Proven track record of improving operational efficiency and enhancing customer satisfaction.

Professional Experience

Senior Vehicle Finance Manager (FI09)

Inazuma.co | January 2020 - Present

Vehicle Finance Team Lead (FI07)

Veloce Motors Inc. | June 2018 - December 2019

Key Achievements:

- Increased finance sales by 25% through targeted marketing campaigns and process improvements.
- Reduced delinquency rates by 15% by implementing a more effective risk assessment framework.

Responsibilities:

- Managed a team of 5 finance professionals, providing coaching and development opportunities.
- Collaborated with cross-functional teams to launch new vehicle models, resulting in a 30% increase in overall sales.

Finance Analyst (FI04)

Pinnacle Auto Finance | March 2015 - May 2018

Key Achievements:

- Developed and maintained complex financial models to forecast sales and revenue, achieving a 95% accuracy rate.
- Identified and implemented process improvements, reducing finance approval times by 40%.

Responsibilities:

- Analyzed market trends and competitor activity to inform business strategy.
- Provided financial insights to support decision-making for senior management.

Junior Finance Officer (FI02)

AutoMax Finance | January 2013 - February 2015

Key Achievements:

- Consistently met or exceeded monthly finance targets, contributing to a 20% increase in team sales.
- Assisted in the development of a new finance product, resulting in a 15% increase in customer acquisition.

Responsibilities:

- Processed finance applications, ensuring compliance with regulatory requirements.
- Provided excellent customer service, achieving a 90% customer satisfaction rating.

Education

Bachelor of Science in Finance

University of Michigan | December 2012

Technical Skills

Financial Analysis:

- Financial Modeling (Excel, Financial Software)
- Risk Assessment and Management
- Forecasting and Budgeting

Leadership and Management:

- Team Management and Development
- Strategic Planning and Execution
- Change Management

Software Proficiency:

- Microsoft Office Suite (Excel, Word, PowerPoint, Outlook)
- Financial Software (e.g., SAP, Oracle)
- Customer Relationship Management (CRM) Systems