

## 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