

DAVID VINCENT ELDRIDGE

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High-performing customer service, sales and operations manager who uses big-picture strategy to execute effectively in the day-to-day. Looking to bring skills and experience to a socially responsible company that is as invested in its stakeholders as its shareholders.

EXPERIENCE

AREA MANAGER, THE EXOTIC CAR COLLECTION BY ENTERPRISE

Sept. 2019 – Dec. 2019 131 • Northern Blvd, Great Neck, NY 11201

- Lead the company, across all brands and departments, in customer service score.
- Oversaw four branches and was responsible for all key decisions and results.
- Engaged with clients, utilizing a unique and varied approach to each customer request.
- Identified best sites for three new locations. Lead each into the black within three months.
- Was in the top-three branches for average income per each unit in fleet.
- Developed all processes and on-boarding materials for sales, service and call center staff.

FLAGSHIP BRANCH MANAGER, THE EXOTIC CAR COLLECTION BY ENTERPRISE

Aug. 2018 – Sept. 2019 • 131 Northern Blvd, Great Neck, NY 11201

- Took a branch that had lost \$100,000 to making a profit of \$250,000 the following year.
- Had a customer service score of 100% for nine months straight.
- Increased market share by engaging with pre- and non-existing accounts.
- Signed five new accounts in first quarter of fiscal year.
- Lead three employees, enabling them to get promoted to level-two positions.
- Decreased losses due to inventory damage.

Branch Rental Manager, Enterprise Rent-A-Car

June 2016 – Aug. 2018 • Hicksville, NY, and Huntington Station, NY

Station Manager, National Car Rental

Dec. 2014 – June 2015 • Portland International Airport, Portland, OR

EDUCATION

TRIPLE MAJOR: BA HISTORY, LIBERAL STUDIES, AND SOCIAL SCIENCES

June 2014, Portland State University

- 2007 NWAAC Regional Soccer Champion
- Worked full time managing Dutch Bros. Coffee while in school.

SKILLS

Great communicator • Able to set and achieve ambitious goals • On-the-fly problem solving • Able to create best practices and execute them • Creative thinker • Client engagement specialist

MORE ABOUT ME

- Brooklyn Kickball Club, captain, coach and team organizer, May 2015 – Present,
- Musician and recording artist, 2007 – Present
- Volunteer at Waggy Tails Rescue, 2016 – 2018