

Matthew Bulle

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SALES AND RELATED EXPERIENCE

Dedicated, tenacious, seasoned sales professional with proven results. Seeking an opportunity on the West Coast, which enables me to utilize my experience in sales, management, finance and business development.

President Driving Communication Consulting

Sept 2019 - Present

- Help large car dealers and dealer groups with GPS security solutions, commercial solar, and re-insurance

Regional Sales Director - Franchise Dealer Division Spireon Inc - Irvine, CA

Oct 2018 - May 2019

- Conducted thorough product demonstrations to dealer groups ranging from a single store to corporate groups of 190+ stores
- Held finance department trainings for up to 20 employees at a time
- Able to move forward on securing business with some of the largest dealer groups in the area
- Was able to reach 80+ potential prospects each month via in-person visit or webinar

Executive Sales Director-Lender Division Spireon, Inc. – Irvine, CA

May 2014 – Sept 2018

- Increased revenue for my territory from \$200k to over \$350k per month
- Consistently maintained over 100% of quota for the year
- Elite Council award for top percent to plan in lender division
- Responsible for revenue quotas exceeding \$300k per monthly

Sales Executive / Internet Manager
Toyota of Iowa City – Iowa City, IA

Feb 2003 - March 2014

- Obtained 102-179% of annual sales quota ten years in a row
- Achieved Master Level Sales Associate award for years 2008- 2012, reflecting extensive product knowledge and expertise
- Attended courses to increase knowledge of vehicle enhancements and industry competition
- Received customer satisfaction scores of 97% or higher ten years in a row
- Established sound rapport with clients based on well-developed listening skills and ability to match desires with product or service. By year 2009 70% of volume was from repeat and referral business

Additional franchise car dealership experience includes:

- Training manager
- Finance manager
- Used car manager
- General sales manager

EDUCATION

3 years at University of Iowa, Iowa City, IA

REFERENCES AVAILABLE UPON REQUEST
