

Jose V Lopez
Vinniello01@gmail.com
11504 Hunnewell Ave
Lake View Terrace, CA 91342
(818) 679-1211

Objective: To obtain a job within my field that will challenge me and allow me to use my education, skills and past experiences in a way that is mutually beneficial to both myself and my employer and allow for future growth and advancement.

Education:

Full Stack Coding Bootcamp Certificate
UCLA extension July 2020

Skills:

Ability to work well in a team environment
Analytical and Intrapersonal skills able to maintain a positive attitude
Superior verbal communications and written skills
Ability to manage multiple tasks within time constraints
Computer skills include Excel, Microsoft Word, PowerPoint, Acrobat and SPSS, SQL, HTML5, CSS, Javascript, JQuery, MongoDB, React, NodeJS.

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Manage and report on database inquiries

I work to meet deadlines and always efficient in handling high volume of work.
Fluent English and Spanish speaker

Westlake University Management Courses.

Employment History:

October 2012 – July 2016 Westlake Financial Services Regional Marketing Specialist
4751 Wilshire Blvd Los Angeles, CA 90010 (888) 893-7937

Regional Marketing Specialist for over 20,000 dealerships all over the U.S.
Train dealers & employees on how to navigate our web-based program that creates approvals
for consumer auto loans & maximize profit

- Specialize on capturing and closing deals by maxing dealer profit
- Assist field representatives in continuously working our same day loans
- Consistently providing dealer support via phone, email and live chat
- Promote program updates, policy changes and special promotions for dealers
- Build relationships with all dealers support sales representatives in the field
- Manage and work Strategic Partner deals
- Run daily and monthly reports for the department goals
- Manage department calendars and time off

December 2007 – October 2012 Westlake Financial Services Marketing Specialist/ ASB team lead

4751 Wilshire Blvd Los Angeles, CA 90010 (888) 893-7937

Work with various internal departments to help solve pending issues for both Westlake reps and dealers

Assist with online live chats, emails, phones and faxes daily

Managing a group of up to 20 sales representatives at a time

Assist with online tech support

Assist in training dealers and new field reps

Generate weekly reports on deals, calls, visits, and account generation

Manage outbound phone call volume (minimum 1200 calls a month)

Create dealer leads (minimum 100 a month)

Welcome new dealerships to the company

Assist with blast fax campaigns

Contact non-producing dealerships to increase production

Accountable for the implication and execution of various marketing promotions

Assist with company promotional coupons

Train Auto Securities Brokers to become sales reps by educating them on all procedures and policies of the Marketing Department.

Honors & Awards

2007 Employee of the Year

Monthly Honor roll

2015 Century Club Honoree

February 2019 Employee of the Month