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Randall J. Rodriguez

8446 Country Village #212, San Antonio Tx 78209

PROFILE:

- Security industry specialist with extensive background in the day to day managerial responsibilities of running outside sales teams.
- Recruiting, Interviewing, Hiring, Training, as well as setting daily, weekly and monthly goals for individuals as well as team objectives.
- Results driven professional with extensive experience in sales and management of new and used car buyers financing and insurance programs, while working with financial lenders to give fair interest rates to customers.
- Highly skilled motivator, facilitator, organizer, planner, driver, team builder, and change agent with proven ability to interact effectively with employees and customers at all levels throughout the organization.
- Excellent oral and written skills, while demonstrating superior creative, analytical, and quantitative skills associated in daily business activities.
- Ability to be career orientated as well as family orientated, while maintaining clarity balance and focus, while setting goals and obtaining results.
- As with all positions within dealerships, F&I managers are expected to uphold the highest ethical standards.

PROFESSIONAL EXPERIENCE:

Titan Security (Local Authorized ADT Dealer) 10/2010-Present
General Manager

- Managing outside sales team to generate residential sales throughout the Brazos Valley.
- Scheduling Installs, Shelling New Accounts , and Generating self generated Residential/Commercial Sales.
- Maintaining Excellent Rapport with business owners as well as customer follow after the point of install.

Sterling Kia, College Station TX 01/2010-10/2010
Assistant Sales Manager/Internet Sales Manager

- Responsible for generating an additional 10-15% of overall store results, by adding additional Sales from the Internet Dpt.
- Assisting the Daily Sales Manager with daily operations.
- Covering the Sales Desk whenever it may be necessary which means “penciling deals’, Closing deals, submitting deals to the lenders and rehashing when necessary.
- Training new hires in the total sales process from start to finish, Meet and greet, Investigation, Product Presentation, Demonstration, Close and Delivery.

Pinnacle Security, San Antonio, TX 10/07-01/2010
Director of Promotions

- Responsible for building an office with multiple teams of promotional representatives to include Promotional Managers.
- In charge of daily recruiting, interviewing, hiring as well as the daily training classes of all employees in the San Antonio office.
- Submitting daily sales reports , install reports, as well as reviewing daily production commitments from each employee are among a few of my many daily requirements.
- Forecasting production reports for subsequent monthly sales quotas.
- Maintaining the highest level of professionalism while securing homes of future customers of Pinnacle Security.

David Chevrolet Buick Pontiac, Niagara Falls, NY 8/06-10/07
Finance & Insurance Director for David Chevrolet Buick Pontiac, Niagara Falls, NY

- Offering vehicle financing and insurance to customers, while providing them with a thorough explanation of aftermarket products, extended warranties and a complete explanation of manufacturer and dealership service procedures and policies.
- Seeking new lending institutions and maintaining good working relationships to secure competitive interest rates and financing programs.
- Processing financing and leasing deals accurately and securing approval through financial sources to secure approval through the proper federal, state and corporate channels.
- Understanding and complying with federal, state and local regulations that affect the new and used-vehicle and finance departments.
- Creating and maintaining a program with the sales department that will ensure all new sales are referred to the F&I (Finance and Insurance) department.
- Training and providing the sales team with information on finance and lease programs and the benefits of the dealership's financing and extended service programs.

- Maintained the profitability of the Finance department while controlling expenses and maintaining customer satisfaction.
- Possesses a strong communication skill in order to work with customers, employees and finance/insurance vendors as they represent the dealership.
- Flexibility while working within the automotive retail industry, often have to work extended hours, evenings and weekends to achieve goals.
- Established a strong background in business, mathematics, marketing and computers skills.

F&I Solutions, Delray Beach, FL 12/01-8/06
National Finance Specialist- Traveling Finance Specialist

- Responsible for providing temporary relief for dealerships nationwide.
- Duties included operating daily functions for the finance department.
- Aiding in the training and or hiring of permanent business managers for the dealership while currently on location.
- Also responsible for being fully functional within hours of entering a dealership.

City Motors, Edna, TX 11/00- 12/01
Finance Director

- Responsible for daily financial operations while maintaining profitable margins for the dealership.
- Processing financing and leasing deals accurately and securing approval through financial sources to secure approval through the proper federal, state and corporate channels.
- Training and providing the sales team with information on finance and lease programs and the benefits of the dealership's financing and extended service programs.
- Possesses a strong communication skill in order to work with customers, employees and finance/insurance vendors as they represent the dealership.

Lone Star Dodge, Mineola, TX 7/99- 11/00
New/Used Car Sales Associate

- Responsible for maintaining the highest level of customer service while implementing an efficient customer follow up procedure.
- Increased monthly sales quota, while maintaining 100% CSI average for monthly reports.
- Salesman of the month, consecutively for 12 months while competing with 10 additional sales associates.
- Updated personal product knowledge on a weekly basis to maintain a Chrysler certified sales associate status.

EDUCATION:

- American Financial, Automotive Training Academy- Certification 2000
- University of California, Associates Degree, Business Management, 1995-1997
- Mineola High School- Graduated 1994/Advanced Honors
- Military Occupational School, Petroleum Chemical Specialist, 1994

MILITARY:

United States Marine Corp, Active duty, 1994-1999

Staff Sergeant

- Duties include hot and cold refueling of jet tankers while on active assignment at various locations in the United States, Germany, Japan, Australia, Afghanistan and other foreign countries.
- Responsible for a squadron of 20 to 30 Marines, including daily functions associated with maintaining the refueling process of an air wing attachment.
- Graduated in top of sniper class, jump school, as well as force reconnaissance academy.
- Attributes include incorporating management skills, team work and leadership skills learned from the military into every aspect of my character.

REFERENCES:

- Darren Paddock, Finance Director, Paddock Chevrolet
3232 Delaware Avenue, Kenmore New York, 14217
716-876-0945 W
716-570-7899 C
- Les Taylor, Sales Manager, Dobbs Ford (Autonation)
7925 Highway 64, Memphis Tennessee, 38133
901-382-5555 W
901-574-1235 C
- Mike Hames, Business Manager, Burns Honda
325 North Route 73, Marlton NJ, 08053
856-858-5555 W
609-505-8745 C
- Frank Martin, Owner/Operator, F&I Solutions Inc.
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866-731-7606 W
919-696-5138 C

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716-961-1958 W
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716-998-1094 C