**[President Django Recordz](https://www.postjobfree.com/resume/ad1xf3/president-django-recordz-vancouver-bc)**

**Location:**Vancouver, BC, Canada

**Posted:**December 13, 2023

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Summary

Driven Sales Manager with more than 10 years of experience in the implementation of superior sales strategies. Accomplished Finance Manager with in depth knowledge of sub-prime financing. Proven track record of identifying and creating profitable business opportunities, qualifying authentic prospects and cultivating strong partnerships. Demonstrated expertise in team leadership and development.

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Skills

? Project Management

? Staff Training and Development

? Customer Service

? Lead Generation

? Relationship Building

? Business Development

? Product Demonstrations

? Decision Making

? Client Consultations

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Experience

President 02/2020 - Current

Django Recordz - Vancouver, BC

? Kept records for production, inventory, income and expenses.

? Managed operations budgeting, accounts payable and accounts receivable and payroll.

? Reconciled daily sales, prepared bank deposits and assessed financial transaction reports.

? Determined pricing for products or services based on costs and competition.

? Interviewed, trained and supervised employees.

? Promoted business on social media platforms to maximize brand identity and generate revenue.

? Set pricing structures according to market analytics and emerging trends.

Finance Manager 01/2019 - 12/2019

Coquitlam Chrysler - Coquitlam, BC

? Approved and qualified applications for financing, closed sales contracts and cross-sold insurance products

? Identified interest rates and loan terms by reviewing and analyzing client credit.

? Assessed client needs and developed specific strategies to establish financial capabilities.

? Reviewed prime and sub-prime applications against established parameters to determine approval, rejection or modification requirements.

? Improved customer satisfaction ratings by employing conflict resolution techniques to diffuse difficult or unsatisfactory outcomes.

? Funded deals efficiently and economically by using different funding platforms.

? Explained and emphasized benefits of dealer financing in lieu of cash payments or credit union financing to boost revenue.

Sales Manager 07/2017 - 12/2018

Maple Ridge Chrysler - Maple Ridge, BC

? Boosted revenue and facilitated sales activity while developing consistent employee measurements for exceeding goals.

? Maintained professional network of potential clients and business opportunities.

? Identified weaknesses and implemented sales and business practices training to improve performance.

? Hired and motivated team members, working closely with salespeople and customers to negotiate and close deals.

? Created and finalized quotes to complete deals with customers.

? Researched and capitalized on emerging opportunities in social media to build business and expand customer base.

? Supervised and mentored employees on sales strategies and protocols, optimizing performance, growth and profitability.

? Encouraged team members to meet and exceed objectives by setting goals, tracking performance daily and implementing improvement strategies.

? Utilized established sales techniques and persuasive communication skills to meet personal sales objectives.

? Stayed up-to-date on extensive company products and services.

? Followed up with existing customers to generate new prospective buyers through referrals.

Business Development Manager 02/2017 - 06/2017

Maple Ridge Chrysler - Maple Ridge, BC

? Determined business development opportunities and implemented effective strategies for client acquisition to promote growth

? Contacted potential customers via telephone and email.

? Generated leads via social media and capitalized on valuable business opportunities to bring in new company revenue and improve bottom line profit.

? Maintained meticulous client notes in Vin Solutions system.

? Leveraged cold calling, in-person visits and referrals to build leads.

? Prospected, identified and cultivated relationships with contacts to promote product lines and solutions.

? Developed and maintained productive relationships with banking and credit representatives

? Established new customer accounts using negotiation and sales closing abilities.

Sales Representative 07/2015 - 01/2017

Maple Ridge Chrysler - Maple Ridge, BC

? I am someone who has talents for building customer rapport, training and development and supporting sales objectives. With a persuasive communication style, experience operating independently and natural competitiveness, I know I have what it takes to do this job very well.

? Educated customers on unique product features and technical details to highlight benefits.

? Engaged positively with each customer, providing professional and polite support for sales and service needs.

? Shared product knowledge and researched pricing and availability.

? Stayed up to date on company products and services to support sales objectives.

? Kept calm and applied strong problem-solving and interpersonal skills to resolve conflicts.

? Kept accurate and detailed client records comprised of demographics, client contacts and follow-ups.

? Maintained high feedback ratings from customers by responding quickly to questions and problems.

? Collaborated with other sales team members to share selling strategies and gain new insights.

? Consistently earned top performer in sales team members for exceeding sales goals.

? Trained and supported new sales representatives.

Football Manager 11/2013 - 01/2015

AFC LEOPARDS - Vancouver, BC

? Instilled love of sport by helping players to fully grasp gameplay.

? Ran drills and fitness circuits to improve athletes' coordination and skills.

? Improved team behavior by modeling correct actions and instilling discipline.

? Prepared athletes for games with well-coordinated schedule of practices and individual training.

? Encouraged athletes, fellow coaches and parents to engage in good sportsmanship with competitors.

? Guided team through difficult situations, player injuries and tough losses.

? Monitored safety of training, individual exercises and equipment usage to avoid sports injuries and damage to facility.

? Developed and implemented rigorous practice routines to enhance player skills and promote teamwork.

? Assessed player abilities and assigned positions according to individual strengths.

Finance Manager 02/2002 - 07/2012

Money Pot Financial services - Victoria, BC

? Approved and qualified applications for financing.

? Identified interest rates and loan terms by reviewing and analyzing client credit.

? Addressed ways to improve internal control processes and accounting procedures.

? Delivered extensive coaching in financial processes and procedures to both newly hired and existing employees.

? Assessed client needs and developed specific strategies to establish financial capabilities.

? Decreased risk by analyzing loan submissions and implementing established guidelines and procedures.

Hotel Manager 07/1996 - 12/2001

Queen Victoria Inn - Victoria, BC

? Administered new hire paperwork and maintained employee files.

? Handled guest complaints and offered complimentary services for hardship cases.

? Coordinated weekly staff schedule to accommodate ongoing and seasonal needs of hotel.

? Oversaw reservations received from direct calls and provided room availability information.

? Optimized room rates to gain maximum occupancy figures, improving revenue growth and increasing market share.

Night Auditor 10/1994 - 06/1996

Super 8 Motel - Victoria, BC

? Handled night audit paperwork, verification of daily room occupancy and hotel revenue reviews.

? Audited and balanced cash and credit transactions daily and reset register for next day's operations.

? Managed late check-ins and provided information on hotel amenities, including dining establishments, spa hours and room service.

? Checked auditing discrepancies by reconciling cash drop and credit card transactions.

? Ran end-of-day computer functions and closed out reports, submitting details for review.

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Education and Training

Compu College - Advanced Diploma

Business Administration, 09/1995

Spectrum Community School - Victoria, BC High School Diploma

09/1993