**[Sales Manager Business Development](https://www.postjobfree.com/resume/adyqr0/sales-manager-business-decatur-ga)**

**Location:**Decatur, GA

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**Resume:**

TONY TUNSTALL

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SUMMARY

Business-minded professional tackling any job task with gusto and precision. Determined Front Office Supervisor delivering exceptional service and responding to questions and inquiries quickly. Demonstrates positive attitude and readiness to adapt to different situations.

SKILLS

Employee Motivation

Sales Tracking

Goal Setting

Training Management

Staff Development

EXPERIENCE

General Manager / Usauto Sales - Jonesboro, GA 01/2018 - 11/2022 Tracked monthly sales to generate reports for business development planning. Led employee evaluations with constructive feedback to boost performance. Created schedules and monitored payroll to remain within budget. Maximized time and employee productivity, consolidating data, payroll and accounting programs into centralized systems.

Supervised employees through planning, assignments and direction. CEO / Lionsgate Funding Group - Atlanta, GA 12/2011 - 12/2018 Oversaw budgetary and financial activities and implemented strategies to grow business and profits. Established and oversaw strategic business actions and streamlined operations. Led organization by establishing business direction and actualizing operational plans to meet goals. Determined revenue and profit impacts of market strategies and led business direction toward profitable channels. Increased productivity by creating new policies, objectives and procedures to streamline operations. Negotiated and approved contracts between company and distributors, suppliers and other external entities. Sales Manager / Stonecrest Toyota - Lithonia, GA 01/2009 - 01/2012 Monitor daily salesperson performance Screen and interview prospective sales personnel Ensure maximum profitability by desking deals Responsible for daily motivation of sales personnel Tracked new and used vehicle inventory Perform forecasts for increased profitability Finance Director / North Fayette Auto Sales - Atlanta, GA 01/2007 - 01/2009 Established working relationships with lenders Prepared and submitted funding packages Maintained good rapport with lending institutions Oversee Contracts In Transit (CIT) Formulated financing program options Maintained good profit margin Spearheaded advertising campaigns Trained sales personnel and assistants Oversee day-to-day operations

Finance Director / Airport Chevrolet - Atlanta, GA 01/2005 - 01/2007 TT

Submitted funding packages in a timely manner Overseer of Contracts In Transit (CIT); 14 day turnaround Maintained good rapport with financial institutions Increased moral of all personnel Interviewed and trained sales personnel Maintained good profit margin Assisted with day-to-day operations Collaborated on creative advertising Finance & Insurance Manager / Nalley Honda - Union City, GA 01/2004 - 01/2005 Trained F&I assistants Monitored inventory daily Packaged and submitted deals for funding Utilized new methods for creative financing Produced newspaper advertising to target new customers Liaison with financial institutions Increased sales force morale with positive reinforcement Interviewed prospective sales personnel. Sales & Special Finance Manager / Steve Rayman Chrysler/Jeep - Union City, GA 01/2003 - 01/2004 Interacted with customers one-on-one Stayed up-to-date on product knowledge Directed customers to vehicles based on needs assessment Completed all paperwork to get customers financed Submitted and packaged deals for funding Suggested new methods for creative financing Established good rapport with financial institutions Motivated the sales team and increased morale

Sales Manager & Special Finance Director / Spalding Automotive Group - Griffin, GA 01/1992 - 01/1999 Managed overall flow of customers Corresponded with lending institutions Structured, submitted, and packaged deals for funding Utilized methods of creative financing Resolved any customer concerns immediately Performed used vehicle appraisals Created catchy advertising for print and television Evaluated and trained sales personnel Formulated and implemented strategic sales programs Screened, interviewed and hired sales personnel Trained F&I assistants Liaison for focus groups and public functions EDUCATION AND TRAINING

01/1984

Business Administration and Finance Certification & Skills Affiliation AFIP Certified Finance & Insurance Professional Computer literate, ADP, Reynolds & Reynolds, The Wayne Reeves Gordon College

System Airborne All-American, U.S. Army