**[Sales Manager Commercial Vehicle](https://www.postjobfree.com/resume/ad1e92/sales-manager-vehicle-downtown-downers)**

**Location:**Downtown Downers Grove, IL, 60515

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**Resume:**

CURT R. TORRENGA

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SALES MANAGEMENT PROFESSIONAL

Sales manager with year-after-year success achieving people, revenue, profit, and business growth objectives within high-growth environments. Extensive leadership and training experience developing core sales teams. Highly successful building relationships at all levels in the organization. Customer-focused and performance driven. Led sales teams of 8 – 12 and managed P&L for businesses exceeding $36 million in revenue.

Professional Experience:

Highland Park Ford, Highland Park, Il.

Commercial Truck Sales Manger 2015-2019

Liberty Auto Truck, Villa Park, Il.

Used commercial truck sales. 2014-2015.

Howard Auto Group, Elmhurst, Il.

New and used sales 2012-2014

Arlington Nissan, Arlington Hts, IL

Commercial Vehicle Accounts Manager 2011-2012Sales Manager for Commercial Vehicle Sales.

Launched a new Commercial Vehicle Department for Nissan commercial vans in September 2011. Took the department from the ground floor to #1 in the Midwest Region and # 7 in National Sales out of 243 dealers in the United States in three months’ time.

HOWARD AUTO GROUP, Elmhurst, IL

GMC Truck/new Car Sales Manager 1999 – 2011

Sales manager for a $36MM dealership. Built truck business from scratch to a $12MM business.

Business acumen – Implemented and grew new GMC franchise increasing sales by 25% for four consecutive years. Achieved over 4 turns of our inventory annually for 5 consecutive years.

Developing for the future – Hired and developed a core sales team known for their product knowledge and customer satisfaction, which enabled us to win numerous sales contests.

Customer focus – Achieved customer satisfaction index of 3.85 on a scale of 4.0 compared to the company average of 3.50. Taught team how to assess customer needs and how to accommodate requests while still achieving sales and profit goals. Kept inventory mix in line with customer trends by ordering appropriately.

Education

Associates Degree in Business, Calvin College, Grand Rapids, Michigan