

BRAD BROWNELL
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EMPLOYMENT OBJECTIVE: Seeking a challenging career position utilizing acquired skills, experience and training. Availability date: Immediately.

SUMMARY OF QUALIFICATIONS: *Skilled professional with extensive experience in Sales, Customer Service, Management, Operations and Communications. Hard worker, self-motivated, results-oriented individual with outstanding work prioritization skills and aptitudes. Team player with a positive work attitude. Experience working with individuals from a wide variety of backgrounds.*

EXPERIENCE:

ITT, Albuquerque, NM

2010-Present

Representative I

- Contact individuals intending to further their education. Invite them to tour the school, then, after enrollment, assist them throughout their training on a 1:1 basis. *Accomplishments include:* Quickly promoted based on superior performance.

GALLES AND DAVIS, Albuquerque, NM

2006-2010

Sales Consultant, Cadillac, Hummer, Isuzu, Subaru

- Sold and presented new and used vehicles. Negotiated sales and maintained ongoing customer relationships. *Accomplishments include:* Top Producer (2009).

TILLERY PONTIAC BUICK GMC, Belen, NM

2005-2006

Sales Manager

- Managed sales and finance operation, including ordering of all new inventory vehicles. Supervised, trained and mentored sales staff. *Accomplishments include:* Sales increased significantly from 18 to 40 cars per month.

PITRE BUICK PONTIAC GMC HUMMER, Albuquerque, NM

1998-2005

General Sales Manager (2003-2005)

- Managed sales and finance operations for New Mexico's largest Buick, Pontiac, GMC and Hummer dealership with an average standing inventory of \$22M. Supervised activities of 37 personnel, including their hiring, training and review. *Accomplishments include:* Consistently met/exceeded quota.

Used Car Sales Manager (2003)

- Oversaw the inventory and sale of up to \$1.8M in previously owned vehicles. Supervised 29 sales consultants and other personnel. Promoted to General Sales Manager after 3 months.

New Car Sales Manager (2000-2003)

- Managed new car sales and oversaw activities of all sales consultants and lot attendants. Dealership ranked #1 in Albuquerque Buick-Pontiac-GMC sales during tenure.

Finance Manager (1999-2000)

Sales Consultant (1998-1999)

EDUCATION / TRAINING / AWARDS:

- University of New Mexico, Albuquerque, NM
- *Computer Proficiency includes a knowledge of:* Microsoft Office (Word, Excel, PowerPoint); Desktop Publishing
- GM Mark of Excellence Award Winner (5+ Times)

