

Malique
Trumbo

Anoka, MN

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Authorized to work in the US for any
employer

Work Experience

Sales Manager

Cornerstone Ford

January 21 to present

I am the Ford manager responsible for pricing marketing structuring of deals ordering vehicles inventory control bidding vehicles and on continuous employment development team and ongoing & new hire sales training committees. Focus on retention of customers and turning over customers from lease to leasing new and trading in current vehicle.

Manager

Anderson Ford

May 20 to August 20

I Was one of the sales managers for Ford. I am responsible for the internet department. My day to day looks like being responsible for closing rates in the internet department and training and developing sales people on the internet process and how to be successful in the internet department. I was responsible for doing trade evaluations and coming up with the best price strategy to obtain 65% market share. I handle all pricing for internet customers and sight unseen trade evaluations.

Manager

Janssen Ford York

November 2019 to May 2020

I was the sales manager for Ford. I was responsible for bidding trades and buying vehicles at auctions. I

was responsible for all deals at the store. I was responsible for social media, as well as pricing of new and used vehicles, and was responsible for training and retaining and hiring employees.

sales

FREEWAY FORD

March 2018 to August 2018

consultant I was responsible for sales of new and used vehicles. I was one of the top sales consultants for the dealership averaging 20-25 units.

Finance and Sales Manager

Great Adventure RV's - Hewitt, TX

February 2016 to March 2018

I was responsible for doing the paperwork and contacting banks to get customers approved on purchasing rv's I also was responsible for signing up new banks for us to work with. Also responsible for selling finance and insurance products. I also was a salesperson at our busy times. This was a very small owned dealership. I was the only finance person and we had 4 sales reps. I increased profit in front and back end over 25 percent within first 3 months and over 60 percent profit from 2015-2016

finance manager

Luther Kia of Bloomington

September 14 to February 16

I got the opportunity to learn the back side of car deals I got to build relationships with lenders and finance product providers which gained me benefits in getting better rates and better pricing. I was responsible for selling f&I products. As a finance manager I was the top sales for products for over a year. As a store we averaged around 200-210 units

Sales

Luther Kia of Bloomington

February 14 to August 14

consultant I was responsible for sales of new and used vehicles. I was one of the top sales consultants selling my best month 42 cars for the dealership. Which led for me to be promoted into being a finance manager. As a store we averaged around 200-210 units