

Alan R Diehl
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SUMMARY OF QUALIFICATIONS

Extensive auto sales finance and sales management knowledge gained from 30 plus years in the industry.
Solid history of success with a proven ability to hire, develop and train sales and finance personnel.
Strong analytical and planning skills, combined with the ability to coordinate the efforts of many to meet organizational goals. Productive and efficient work habits without supervision. Self-motivator with high energy level.

PROFESSIONAL EXPERIENCE

I possess solid background in automotive sales, finance and management with additional supervisory and training experience. Extensive computer and software experience.

EMPLOYMENT HISTORY

Preferred Dealer Services June 2008 - May 2009
Sales and finance manager at event sales.

Finance Director June 2006-June 2008 Kasper Toyota-Scion, Sandusky, OH
Setup finance and insurance department in new Toyota point in Sandusky Ohio. Hire and developed a complete prime and subprime finance department where none previously existed. Set up and established finance department by:

- Interview and hire prime and subprime finance managers.
- Designing a delivery process that is now standard for the department.
- Complete Toyota Certification for all members of Department.
- Marketing Director/ VP of Sales 1999-June, 2006 Automotive
- Sales, Advertising and Personnel, Inc Kissimmee, FL Provide
- Sales Events, training and management support for auto dealers.
- Responsible for internal sales service.
- Provided 70% of company's sales.
- Managed work flow for an office of five.
- Coordinated the workload of office and subcontracted personnel.

Marketing Director/ VP

ASAP, Inc. (Automotive Sales Advertising & Personnel) Kissimmee, FL 1999-2005

Senior Training Director

Automotive Resource Group, Inc. Lake Norman, NC 1993-1999

BS, Business Administration

Boston College, Boston, MA Major: Marketing, 3.0 average in field of concentration. 65% of total college expenses earned through full-time and part-time employment.