



ingenia

CANDIDATE SUMMARY

Reference 4430

If this person appears suitable for a position within your company, please call 0191 4155010.

PROFILE:

- **We guarantee this candidate has been interviewed.**
- Has worked in the motor trade for around 42 years and has experience of:
 - Chrysler, Jeep, Dodge, Peugeot, Citroen, Mitsubishi, VW, Skoda, Mercedes, Ford and Alfa Romeo franchises.
 - Dealing with franchise reps.
 - Dealing with warranty reps.
 - Running staff meetings.
 - Health and Safety.
 - Managing manufacturer warranty.
 - Multi-site management.
 - Multi franchise management.
 - Handling complaints.
 - Managing manufacturer recalls.
 - Dealer standards.
 - Preparing for head office/franchise/warranty audits.
 - Implementing systems and processes.
 - Stock checks.
 - Monitoring productives KPI's
 - Interviewing staff.
 - Preparing job descriptions.
 - Coordinating and/or booking manufacturer or 'in house' training.
 - Coaching staff.
 - Setting individual targets with staff.
 - Monthly individual performance reviews.
 - Formal staff appraisals.
 - Performance management.
 - Implementing formal staff discipline.
 - Handling formal staff grievances.
 - Preparing budgets.
 - Presenting budgets to Board/Regional Directors for approval.
 - Weekly forecasting.
 - Managing/monitoring debtors.
 - Verifying invoices.
 - Monthly parts stock write downs/valuations.
 - Monitoring W.I.P.
 - Managing costs.
 - Negotiating supplier/sub contract contracts.
 - Reviewing draft accounts.
 - Management accounts reviews.
 - Costing/evaluating capital expenditure.
 - Visiting key customers.
 - Preparing proposals/presentations.
 - Making presentations.
 - Competitor analysis.
- Generally good with computers and has experience with Kerridge daily.
- Considers himself straight talking, honest and realistic.

ACHIEVEMENTS:

- 2017 - Reduced manufacturer warranty payment cycle by 50%.
- 2017 - Managed to negotiate manufacturer warranty labour rate increase of 50%.
- 01/05 - 07/05 - Increased PDI capacity by 40%.



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CANDIDATE SUMMARY

Reference 4430 Continued

CURRENT/LAST POSITION:

- Size of job: - Franchise = 1.
 - Sites = 2.
 - Labour sales = Circa £2.1M.
 - Staff = 40 - 44 (24 productives).
 - Workshop bays = 30+.
 - Parts stock = Circa £200k+.

CAREER:

- 2014 - 01/18 - Aftersales Manager - (Franchised dealership). [Abroad]
- 2011 - 2014 - Service Manager - (Leasing company). [Abroad]
- 2008 - 2011 - Technical Manager - (Franchised dealership). [Abroad]
- 2004 - 2008 - Technical Manager - (Franchised dealership). [Abroad]
- 2000 - 2004 - Motor Engineer - (motor engineers company).
- 1998 - 2000 - Service Manager - (Franchised dealership). [Abroad]
- 1992 - 1998 - Service Manager - (Franchised dealership).
- 1986 - 1992 - Service Advisor - (Franchised dealership).
- 1976 - 1986 - Apprentice Technician - (Franchised dealership).

TRAINING:

- Various Dates: - Certificate in Light & Vehicle Mechanics - (Certificates seen).
 - Licentiate Road Transport Engineer - (Certificates seen).
 - Certified Professional Service Manager - (Certificates seen).
 - Certified Professional Parts Manager - (Certificates seen).

PERSONAL:

- Status: Male, Married, 3 Children.
- Resides: Ripon area.
- Driving licence: Full.
- Interests include: Rugby, quizzing and walking.

POSITIONS OF INTEREST:

- Aftersales Manager/Service Manager.

SALARY EXPECTATION:

- Min. £25k basic.

SPECIAL NOTE:

- It is our policy not to disclose the identity of a client until an interview is to be arranged.

CV may be available subject to candidate approval.

