

American Sales Technology
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Alex Vanegas

Education	2010	Dale Carnegie	Atlanta, GA
	Advance Auto Parts Sales Process Training		
	1996-1999	Naples High School	Naples, FL
	High School Diploma		
Work experience	2019 - Present	American Sales Technology	South Florida and Puerto Rico
	Regional Sales Manager		
	<ul style="list-style-type: none">Existing customer management and creation of new customer relationships with personal sales calls, problem solving, and organized sales trips.		
	2019 - 2019	Kenworth of South Florida	Naples, FL
	Parts and Service Account Manager		
	<ul style="list-style-type: none">Drove Sales and ProfitsManage 150+ customers in five counties, Fleet Accounts, Refuse customers, CAT, Cummins, Paccar, TRP, Autocar, Isuzu, Hino, Mitsubishi and many other aftermarket offeringsPlan and develop strategies to grow market by retention and growth of new customers		
	2013 - 2018	Sunbelt Automotive DBA NAPA	Naples, FL
	Sales /Operations Director		
	<ul style="list-style-type: none">Manage Wholesale Light Duty and Heavy Duty Accounts (over 3 stores, 2 Counties, and 300+ Customers)Coordinate Market Targets and Initiatives with OwnerTerritory Planning and Account ManagementDevelop customer specific action plans and executed plans with store teams.Drive a service culture with over 40 team members		
	2012 - 2013	Sunbelt Automotive DBA NAPA	Naples, FL
	Store Manager		
	<ul style="list-style-type: none">Responsible for driving sales and profitsForecast and manage for a profitable P&LCoordinate directly with owner on all market initiatives		
	2010 - 2012	Advance Auto Parts	Fort Myers, FL
	Commerical Account Manager		
	<ul style="list-style-type: none">Territory planning and Account ManagementActivate Gold, Platinum, and Diamond Focus CustomersDevelop customer specific action plans and coach store teams on execution.Identified and prepared CAM and CPP bench with Region/District as HIPO and Couch CAM		

2008 - 2010 Advance Auto Parts Bonita Springs, FL

Commercial Parts Pro

- Responsible for driving commercial sales and profits
- Manage Mobile Pros and coordinate deliveries
- Execute Company/Regional/District initiatives and plans

2005 - 2008 Advance Auto Parts Boone, NC

General Manager

- Responsible for operations and profits
- Manage and train team members
- Assistant General Manager in 2005

2002 - 2005 Advance Auto Parts Boone, NC

General Manager

- Responsible for operations and profits
- Manage and train team members
- Assistant General Manager from 2002 to 2004

Skills

- Bilingual (English and Spanish), Word, Excel, PowerPoint, Sales Force, CRM, PhotoShop.