RICHARD Ritter De Monredont

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**Professional Summary**

Accomplished professional with over 15 years of experience in sales and the automotive aftermarket industry. Skilled in navigating high-profile business meetings and engaging with end users at trade shows. A hands-on leader fluent in English, Spanish, and French, adept at building strong relationships and driving results within international markets.

**Skills**

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| * Business Development * International Business | * New Account Development * Client Relationship Management |

* New Account Development
* Latin America Aftermarket Expert
* Strong Automotive Industry Knowledge
* Relationship Based Selling Skills

**Work History**

General Manager Jacksonville, FL 07/2023 to Current

ARB 4x4 Accessories

* Lead sales and marketing operations across the Latin America region and USA key accounts, overseeing a multimillion-dollar budget.
* Drive high-level business interactions with Toyota, Ford, Volkswagen, and top-tier business groups, managing relationships with 53 distributors across 33 countries.
* Develop and implement tailored country-specific strategies, achieving double digit growth during the fiscal year.
* Foster team collaboration to optimize marketing efforts and ensure alignment with organizational objectives.

Regional Sales Manager Jacksonville, FL 09/2018 to 07/2023

ARB 4x4 Accessories

* Directed the development and execution of strategic sales initiatives, resulting in a threefold increase in revenue.
* Managed logistics for over 50 annual container orders and conducted comprehensive dealer training programs, including onboarding new distributors.
* Cultivated strategic partnerships with key accounts, including Euromotors, Distoyota, Grupo Viamar, and Grupo Pana, enhancing collaboration and growth.

Wholesale Parts Advisor Ft. Lauderdale, FL 11/2017 to 08/2018

Lipton Toyota

* Communicated product features, benefits, and operations to enhance customer satisfaction and understanding.
* Executed monthly obsolete inventory returns, ensuring accuracy and efficient inventory management.
* Specialized in aftermarket accessories, identifying and integrating solutions to meet customer needs.
* Oversaw multiple wholesale accounts, driving growth through strategic account management and relationship building.

Sales Manager Miami, FL 11/2014 to 11/2017

Truckin Motion Inc

* Directed daily operations, including managing social media accounts to drive sales growth.
* Led a high-performing team, consistently achieving and surpassing monthly sales targets.
* Obtained and managed necessary permits to streamline business operations.
* Revitalized relationships with closed accounts and secured new business, contributing to company expansion.

Inside Sales Miami, FL 10/2013 to 11/2014

VPR 4x4

* Managed North American wholesale operations, handling both wholesale and occasional retail sales.
* Expanded the company’s reach by establishing new accounts and collaborating on innovative marketing strategies.
* Played a key role in product development, driving brand growth and diversification.

**Education**

Bachelor of Science 2017

Florida International University - Miami, FL