Brent R. Rideout

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**Professional Profile**

**Manager | Commissioned Sales Professional**

Have mastered techniques of salesmanship while keeping customers completely satisfied. Exceptional oral and written skills. Help increase employee sales by improvising individual sales tactics. Manage employees in a positive, motivational manner while also leading by example. Diverse communication skills with customers from different occupations, ethnicities, and cultures. Gained additional sales by “outside the box” thinking.

**Core Competencies**

Budgeting and Productivity Self-motivated

Team Building Punctual

Motivational Managing Relationship Development

Organization Dependable

Goal-setting Continuous Improvement

**Education**

**University of Alabama in Huntsville | Huntsville, AL 2005-2010**

Bachelor of Science – Business Administration/Business Management

**Work Experience**

**Longshore Cycle Center | Florence, AL Mar 2016 - Present**

FINANCE MANAGER

* Sell back end products in consultative manner
* Doubled finance income in first year
* Follow up with salesmen daily to refresh working deals
* Overcome objections by showing benefit to customers
* Negotiate with lenders to achieve best deal possible for customer
* Keep paperwork orderly to ensure timely funding
* Share sales techniques to keep salesmen motivated

**Longshore Cycle Center | Florence, AL Feb 2015 – Mar 2016**

SALES CONSULTANT

* Achieved Salesman on the Month in month one
* Continually worked sales leads
* Maintained outstanding customer service leading to repeat customers
* Worked with service/parts employees to help close sales
* Periodically checked on customers to ensure customer happiness

**Jerry Damson Honda | Florence, AL Mar 2014 -Feb 2015**

SALES AND LEASING CONSULTANT

* Achieved Salesman of the Month in 4 months
* Gained new customers through networking
* Established repeat and referral customers
* Email/called orphan customers to gain new sales leads

**AT&T Cellular Express | Moulton/Florence, AL Oct 2005 - Mar 2014**

STORE MANAGER/SALES REPRESENTATIVE

* Interviewed potential new hires by both phone and in person
* Hired qualified new employees after 2 step interview process
* Coached employees on improving sales statistics
* Consistently in top 10% of sales reps
* Maintained a strong customer basis, with many repeat customers
* Managed a nationally ranked AT&T Dealer Store
* Continually met and exceeded all sales quotas
* Gained additional sales by networking