

Brandon Abkemeier

Relationship Builder and Leader.

St. Louis, MO 63129

brandonabkemeier9_4g9@indeedemail.com

+1 314 402 2329

I am a high energy individual that believes positivity and building relationships are the key to success. I have proven that I can lead, motivate and train a sales staff using those traits. As a representative of your company I will not only be a leader but will do so with integrity and by leading by example!

Authorized to work in the US for any employer

Work Experience

HRO District Manager

ADP - St. Louis, MO

January 2021 to Present

My responsibilities include prospecting business via email, phone & in-person to look at ADP services. Reaching out to existing clients to meet with & review any upgrade options that make sense. Building familiarity by utilizing all methods, calls, emails, videos, LinkedIn & in-person visits.

National Account Manager

Ricoh USA, Inc. - St. Louis, MO

January 2019 to January 2021

My first year in the company, I finished #4 in production and was employee of the month for December 2019.

Duties include Call/Email on current Ricoh clients to ensure their happiness & continued business with Ricoh. Find expansion and other sales opportunities outside of their current devices, lease end sales. Handle customer service issues, handle all things account related and build the relationship. Create usage reports, quotes & proposals. Forecast business & document activities in CRM.

Sales Manager/Finance manager

St. Louis Auto Stop - St. Louis, MO

March 2018 to January 2019

My duties included deskings deals and training sales reps. Structure and submit deals to the banks, rehash with buyers, build rapport with buyers, reps and customers, make sure all deals stay together, stay legal & compliant, sell products with a value based approach, docu pad trained. Sub-prime lending also included in my day to day so collecting strips for the banks when requested was crucial.

Finance Manager

Jim Trenary Chevrolet - O'Fallon, MO

November 2016 to March 2018

My duties included reviewing credit, structuring the deals and sending to lenders, finalize paperwork, sell back end products, make sure everything is legal and ensure a positive customer experience. Also my day to day included building and maintaining relationships with the banks and vendors, rehashing decisions & collecting strips when required the bank.

Sales Manager

Frank Leta Acura - St. Louis, MO
October 2015 to November 2016

I've was the top Sales Manager during my time here. Their system is structured to where I not only bid the trade ins and desk the deals, but I then present the numbers as well. I also handled backup finance manager. Analyzing credit, submitting deals and warranty presentation

My other duties included calling on clients for team members, close, desk deals, bid trade ins, motivate and lead specialists, clean up CRM, deal reviews.

Senior Assistant Manager

Pisa Group - Arnold, MO
March 2009 to September 2015

I achieved the highest level of Assistant Manager in the company and was selected to to the company wide training program.

My duties as an assistant manager vary. I hire/fire, train, motivate the call room and monitor the sales reps. I am also in charge of creating the call lists for the office, tracking production both by the hour and per shift and sending out the sales files to the clients at days end. As promotions were earned I would train up and coming managers. I also handled payroll and scheduling. I was also one of 2 assistant managers chosen to lead inbound projects that were new to the company.

Education

License in Energy/massage therapy/anatomy

Healing Arts Center - St. Louis, MO
2009 to 2010

High school diploma in General Studies

Mehlville High school - St. Louis, MO
1992 to 1996

Skills

- Leading, Team Player, Interviewing, Training, Hiring, Firing, Scheduling, Motivating, Sales Meetings, Payroll, Closing, knowledgeable with excel, Reynolds, Docupad, Routeone, Dealertrack, CRM's, Menu presentation (10+ years)
- Account Management
- Sales
- Salesforce
- MS Office
- Proposal Writing
- Management
- Negotiation
- Sales Management
- Sales Experience
- Leadership Experience

- Team Management
- Customer Service
- Customer Relationship Management
- Management Experience
- Microsoft Excel
- Microsoft Word
- Retail math
- Presentation Skills
- Inside Sales
- Profit & Loss
- Credit Analysis
- Pricing
- Business Development
- CRM (10+ years)
- Salesforce (3 years)
- Management reporting (5 years)
- Eloqua (3 years)
- Rapport Building (10+ years)
- B2B Sales
- Email Marketing
- Financial acumen

Certifications and Licenses

Driver's License

Certified Massage Therapist

Assessments

Inside Sales — Highly Proficient

August 2020

Understanding and responding appropriately in sales scenarios, and performing common sales calculations

Full results: [Highly Proficient](#)

CRM Skills with Salesforce — Highly Proficient

August 2020

Knowledge of Salesforce objects, fields, and processes.

Full results: [Highly Proficient](#)

Sales Skills — Highly Proficient

July 2020

Influencing and negotiating with customers

Full results: [Highly Proficient](#)

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.

Additional Information

Kind, Honest, Sincere, Trustworthy, Confident, Giving, Funny, Outgoing, Teammate