
Auto Finance Manager Resume

Job Objective

Qualified Auto Finance Manager seeking situation that allows me to use my knowledge to gain business for the company and to bring about positive change.

Highlights of Qualifications:

- Admirable experience in managing finance for automotive and making necessary sales for organization
 - Exceptional knowledge of federal regulations
 - Operational knowledge of automotive managerial procedures and principles
 - Outstanding ability to ensure compliance to all federal regulations
 - Immense ability to work with a team and adapt to changes
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Professional Experience:

Auto Finance Manager
JPMorgan Chase, Southfield, MI
October 2008 – Present

- Administered sales of all finance and insurance products to customers.
- Maintained knowledge on all extended warranties for automotive and made sales accordingly.
- Established and maintained good working relations with various finance sources.
- Prepared necessary paperwork and submitted it for approval.
- Monitored rate quotations and made necessary documents.
- Reviewed paperwork and ensured correct details.
- Evaluated customers for insurance policies and obtained receipts for payments.

Auto Finance Professional
Luther Automotive, Southfield, MI
August 2003 – September 2008

- Assisted customers in providing best finance and insurance product to suit individual needs and ensured maximum profit for dealers.
- Ensured absence of all objections while making product purchases.
- Coordinated with various lenders for loan programs.
- Managed all loan packages and reviewed it for accuracy.
- Maintained work according to company policies and programs.
- Administered and completed all customer needs.

Auto Finance Sales Representative
BB&T Human Systems, Southfield, MI
May 1998 – July 2003

- Maintained good working relations with all dealers and clients.
 - Administered all auto application forms and received filled forms for customers.
 - Gathered knowledge of all competitors program and ensured effectiveness of product.
 - Ensured achievement of all sales goals.
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Education:

Bachelor's Degree in Business Administration: Financial Analysis
Palo Verde College, Blythe, CA

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