



Rowanne M So

AUTOMOTIVE CONSULTANT

Profile

Experienced and driven automotive broker/consultant with over 10 years of B2B automotive sales. Promisingly adaptable and detail-oriented, making a commitment to upholding the highest of standards and achieving mission goals, both civilian and military career.

Employment History

Automotive Acquisitions Specialist, Elite Motor Group, Charlotte

JUNE 2021 – PRESENT

- Utilize data-driven insights to identify hiring trends and optimize the recruitment process for luxury purchasing agents
- Collaborate cross-functionally with Operations and Logistics departments, monitor and respond effectively to mission goals
- Assist with training new hires, mentoring on negotiation tactics with automotive deals up to \$250,000/deal, grossing over \$3 million in profit

Human Resources Specialist, United States Marine Corps, Charlotte

OCTOBER 2019 – PRESENT

- Manage databases utilizing word processing software to prepare naval correspondences, travel orders, and complete leave authorizations
- Train Marines across other departments on cyber security awareness and crisis response

Operations Manager, WD Garage, Fremont

JANUARY 2015 – MAY 2019

- Managed a team of 15 employees, providing guidance, coaching and feedback to ensure high performance and job satisfaction
- Developed and maintained good working relationships with vendors and contractors, resulting in improved customer service and satisfaction
- Developed and managed an organizational structure that allowed for effective resource allocation and delegation of tasks

Automotive Consultant, Shift Technologies, San Francisco

JANUARY 2016 – JANUARY 2017

- Developed a network of automotive industry clientele that resulted in an increase in new sales
- Ensured customer follow-up to increase customer satisfaction and loyalty

Details

Charlotte
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Links

[LinkedIn](#)

Skills

Microsoft Office
Data Analysis
Digital Marketing
Project Management

Languages

Mandarin

Cantonese