
Full Name

111 Street Ave * Los Angeles, CA 90024 * myemail@fake.com * 555-444-4444

WORK EXPERIENCE

European Car Company, Parts Center - Germany

International Parts Consultant

July 2011 – Jan. 2013

- Provided consulting to Car Company's European operations in Greece, Hungary and Sweden concerning how to maintain adequate supplies of spare parts, run efficient operations, and beat competitors

Business Area Manager (BAM)

July 2008 - July 2011

- Enhanced Car Company spare parts operations in EMEA countries with 4% annual growth of \$2.4M per year
- Initiated innovative "Oil Program" for all Car Company products, generating a new source of revenue of \$2M per year
- Created a direct shipment capability for bulky items, saving \$1.8M in international transport costs
- Created a used part reconditioning program that saved \$6M per year
- Redesigned agreement with strategic suppliers to protect fast moving parts against aftermarket competitors
- Hired, trained and led a Central Customer Care (CCC) and parts specialists in 8 languages in headquarters in Germany, replacing EU countries monolingual customer services, saving \$1.1 M per year
- Redesigning and launching parts agreements with Car Company EMEA distributors to increase their stock level to achieve a higher service level to the end users, resulting in 97.5% service level EU countries
- Established European parts pricing harmonization to avoid cross border parts sales
- Establishing parts exchange and core return and credit program for EMEA distributors, saving \$6M
- Established warning system for all suppliers price changes, saving \$4M per year
- Developing a strategy to protect Car Company genuine parts (fast moving items) against aftermarket competitors
- Leading, training, motivating and evaluating an existing team of parts sales, export and specialist to serve Car Company EMEA distributors

Forklift Parts - Germany

Sept. 2000- Dec. 2007

Head of U.S. Department

- Launched products (one stop shop for all forklifts and their parts) for the first time in the USA through Company parts Kansas, growing to \$4M in first year; grew business to \$894M over seven years
- Bought out major competitors including Material Handling and Rival Parts
- Added 30,000 line items and 250,000 part numbers to the ARMAN ecommerce system part ordering system, resulting in \$12M revenue in the first year in addition to \$87M from secondary sources
- Visiting and training forklifts dealers at workshops in 13 U.S West Coast states to introduce and launch ARMAN, resulting in 13% yearly average growth in 7 consequent years
- Won contracts with major U.S. forklift manufacturers (Toyota and Nissan) to offer fast moving/maintenance parts to their dealers across North America

Asia and Oceania Parts Sales and Business Development Manager

1995- 2000

- Built a book of business of \$9M in export sales
- Hired, trained and started up multilingual customer service for exports countries
- Established offices and stock across the region

EDUCATION

University of India- Bombay, India

- B.A. in International Business; top 10% of class

ACTIVITIES, SKILLS, AND PROFESSIONAL AFFILIATIONS

- Volunteer: basketball coach for disadvantaged students, member of Mother's Against Poverty (MAP)
- Proficient in Microsoft Office Suite including Excel, Word, Access, Outlook, and PowerPoint
- Languages: Fluent in German and Hindi
- Frequently quoted as an industry expert in publications of the US Forklift Association