

# DAVID M. KANE

## OBJECTIVE

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I am searching for a job opening that will make the most of my wide management and sales experience. Unlimited earning potential is an obvious plus.

## EXPERIENCE

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2002-Present                      Nye Frontier Ford, Inc                      Wasilla, AK

*Commercial Account Manager*

- Master Certified in five key areas
- Current average gross profit increases of 25% over prior-year
- Experienced in State and Federal Contracts

2001-2002                      Credit Bureau of Alaska                      Anchorage, AK

*Account Executive*

- Increased client base while maintaining existing customers
- Tailored product function(s) to meet special client needs
- Broad knowledge of consumer credit laws

1998-2001                      Rayloc Corporation                      Anchorage, AK

*District Sales Manager*

- First year overall sales increase of \$1 Million
- Second Quarter 2000 sales increases of 16% (6% over quota)
- Third Quarter 2000 sales increases of 19% (9% over quota)

1997-1998                      Homesteader's Lumber                      Big Lake, AK

*Truss Systems Designer / Inside Sales*

- Improved sagging sales through no-nonsense customer service
- On-site completion of specific applications, working from architectural designs
- Saved time and material by coordinating design, manufacture and the delivery schedule

1996-1997                      Mat-Su Borough Public Schools                      Palmer, AK

*Substitute Teacher*

- On-call High School Teacher

1993-1996                      Agar Repair Services                      Big Lake, AK

*Assistant Manager / Technician*

- Transitional position to support my Step-Father in retirement from his automotive business
- Forecasted eventual change to the characteristics of the business
- Destroyed by fire in 1996, this poorly insured company never re-opened

1990-1993                      Montgomery Ward Auto Express                      Cuyahoga Falls, OH

*Assistant Sales Manager / Senior Technician*

- Enhanced traffic flow and increased profits through better customer care and aggressive related-sales style
- Directed 2 – 5 Service Apprentices
- Grooming for promotion to Department Manager

1983-1990

Speed Muffler King

Akron, OH

*Sales Manager*

- Changed a declining customer base and increased profit margins at each of nine local locations
- Supervised 4 – 8 Automotive Service Specialists per location
- Consistently lead the District in sales performance, often exceeding projected goals
- Designed and executed an A.S.E. training program for the District's Service Technicians

EDUCATION

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1993-1998

University of Alaska, Anchorage

Anchorage, AK

- B.S., Bachelor of Science.

REFERENCES

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Furnished upon request.