

John A. Ferro
21 Northside Avenue, Rensselaer, N.Y. 12144
(518) 522-5653 (cell)

PROFESSIONAL SUMMARY:

Consultant, contractor and general manager dedicated to implementing processes and improvements in rapidly changing markets. Extremely results oriented and proactive in addressing and resolving problems; a team player with a strong work ethic and the ability to communicate at all levels of management. Skilled operations manager and award- winning sales manager with international sales experience.

SKILLS:

- Effective leader
- Exceptional interpersonal communication
- Client account management
- Budget and forecast development
- Staff training
- Consistently meets goals
- Organized
- Human resource management
- Deadline oriented

WORK HISTORY:

Independent Contractor/General Manager
June 2006 to present
Navistar, Inc – Chicago, IL.

Present assignment is at a Navistar (International Truck and Engine) factory-owned retail store in Vancouver, British Columbia. I work closely with all levels of management at the dealer and corporate level to increase profitability, conduct training classes, financial planning, forecasting, budgeting, truck and parts inventory controls, marketing and advertising.

- Spearheaded cross-training initiative to achieve goals
- Implemented innovative programs to increase employee loyalty and reduce turnover
- Hired and trained staff
- Created new revenue streams
- Developed and rolled out new policies
- Exceed company's objectives

January 1995 to Current
Ferro Consultants – Albany, NY

Ferro Consultants specializes in the retail automotive and truck industry market, working closely with both manufactures and retail operators to maximize profitability and control expenses.

EDUCATION:

Dyke College, Cleveland, Ohio, B.S. Degree Business Administration and Marketing

AWARDS:

- Fifteen in top 100 Automotive Dealers USA
- Three years top 100 Pontiac Dealers USA
- Top ten sales leader Toyota trucks USA
- Top five sales leaders Nissan Boston Region
- Daimler Chrysler five star
- Navistar diamond standard

REFERENCES:

Available upon request