

Looking to relocate outside of Arizona looking for some relocation assistance and help with

Cameron I. Bandy

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Professional Summary

Dynamic and results-oriented **Management Professional** with over 5 years of progressive experience in sales, operations, and team leadership. Proven success in driving revenue growth, training and recruiting motivating teams, and delivering exceptional customer experiences. Recognized for strong leadership, communication, and problem-solving abilities in fast-paced, competitive environments. Skilled in team development, goal setting, and building long-term client relationships. Seeking to continue contributing strategic leadership and people-focused management to a high-performing organization.

Professional Experience

STG Auto Group – Chandler, AZ

Sales Manager / Recruiter / Regional Manager

May 2023 – Present

- Oversee daily dealership operations across assigned locations, including sales performance, inventory management, compliance, and customer satisfaction.
- Lead, motivate, and manage multiple dealership teams to consistently achieve and exceed monthly sales, revenue, and profitability targets.
- Develop and execute regional sales strategies aligned with company goals to drive growth, market share, and operational consistency.
- Conduct regular performance reviews, store visits, and audits to ensure adherence to company standards, processes, and brand expectations.
- Coach and mentor sales managers and team leaders through one-on-one sessions focused on leadership development, product knowledge, closing techniques, and communication skills.
- Analyze regional sales metrics, KPIs, and market trends to identify opportunities and implement performance improvement strategies.
- Collaborate closely with finance, service, and executive leadership to streamline operations, improve client experience, and increase backend profitability.

- Lead recruitment, onboarding, and training efforts across multiple locations to build and maintain a high-performing sales culture.
- Resolve escalated customer and operational issues across the region with professionalism, accountability, and a customer-first approach.
- Ensure compliance with state regulations, dealership policies, and ethical sales practices across all managed locations.

AutoNation Chevrolet – Gilbert, AZ

Sales Manager / Deal Closer

September 2019 – March 2023

- Consistently ranked among the top 25% of sales professionals statewide through strategic selling and strong relationship management.
- Managed all aspects of the sales process including customer engagement, deal structuring, and final delivery.
- Mentored team members on negotiation, client follow-up, and performance tracking to improve close ratios.
- Partnered with cross-functional departments to maintain compliance, efficiency, and customer satisfaction.
- Recognized for achieving monthly and quarterly sales targets in a performance-driven environment.

Cox Communications / End to End Communications – Mesa, AZ

Sales Support & Technician (Seasonal)

May 2019 – September 2019

- Assisted customers with service selections and installations, ensuring high satisfaction and retention.
- Provided technical support and resolved issues with professionalism and efficiency.
- Contributed to sales efforts through upselling and cross-promotional campaigns.

ZF TRW – Mesa, AZ

Production Line operator& Team lead(last position)

December 2018 – September 2020

- Supported production operations by maintaining workflow and quality standards.
- Trained and supervised new team members on operational procedures.
- Strengthened problem-solving and process optimization skills in a fast-paced environment.

Self-Employed – Chandler / Gilbert, AZ

General Contractor / Renovation Specialist

July 2014 – August 2017

- Managed all aspects of residential renovation projects including budgeting, scheduling, and client communication. • Provided accurate estimates, supervised contractors, and maintained client satisfaction.
- Demonstrated initiative, leadership, and customer service excellence.

Education

Northern Arizona University – Flagstaff, AZ

Studies in Mechanical Engineering (2 Years)

Mesa Community College – Mesa, AZ

General Studies (1 Year)

Leadership Skills

- Team Leadership & Development
- Sales & Revenue Growth
- Staff Training & Mentorship
- Performance Management
- Customer Relationship Building
- Strategic Planning & Execution
- Problem Solving & Decision-Making
- Cross-Department Collaboration