




ROBERT SCHRINER

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 Austin, TX 78744

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PROFESSIONAL SUMMARY

Dynamic sales leader with a proven track record at Shift Technologies LLC, driving a 30% increase in regional sales through strategic planning and relationship selling. Expert in training and mentoring teams, enhancing performance, and delivering impactful presentations. Adept at fostering client relationships and utilizing CRM software to achieve business objectives.

SKILLS

- Sales leadership
- Customer service
- Strategic planning
- Business development and planning
- Relationship selling
- Training and mentoring
- Project management
- Operations
- Analytical thinking
- Negotiation and persuasion
- Presentations and public speaking
- Sales coaching
- CRM software

EDUCATION

Arizona State University
Tempe, AZ • 11/2006

MBA: Business Administration And Management

Arizona State University
Tempe, AZ • 06/2002

Bachelor of Science: Criminal Science

WORK HISTORY

Shift Technologies LLC - Regional Sales Manager

Austin, TX • 11/2021 - 04/2026

- Managed 250 employees in four markets within the Texas region by identifying growth opportunities and collaborating with cross-functional teams.
- Achieved regional sales objectives by coordinating sales team, developing successful strategies, and servicing accounts to strengthen business relationships.
- Increased regional sales by 30% by implementing strategic marketing plans and nurturing key client relationships.
- Developed a successful sales team through rigorous coaching, performance management, and ongoing training. Increased profit per sale by 20%.
- Exceeded quarterly sales targets consistently by leveraging extensive product knowledge and effective selling techniques.

CarMax - Sales Manager/Operations Manager

Austin, TX • 10/2015 - 09/2021

- Maintained relationships with customers and found new ones by identifying needs and offering appropriate services
- Resolved customer issues quickly to close deals and boost client satisfaction
- Met with clients and staff, delivering presentations, and educating on product and service features and offerings, improved profit per sale by 30%.
- Conducted team meetings to reinforce goals and objectives and set clear expectations about policies and procedures
- Maintained ethical and positive working environment to reduce turnover and promote high retention rate resulting in 300% reduction in turnover.
- Coached and counseled 120 members of sales staff, assisting with individual selling efforts and helping sales representatives reach targets

Third Hand Tour Management Company - Owner/President

Los Angeles, CA • 08/2012 - 10/2015

- · Led team of 12 Tour Managers and 25 staff members working with a roster of 25 touring artists.
- · Defined, implemented, and revised operational policies and guidelines
- · Oversaw day-to-day production activities in accordance with business objectives
- · Monitored office workflow and administrative processes to keep operations running smoothly
- · Achieved team goals through formalized training plans, coaching, and performance management
- · Developed systems and procedures to improve operational quality and team efficiency

Attorneys on Demand - Director of Recruiting

Calabasas, CA • 06/2008 - 09/2012

- · Set and conveyed recruitment goals to downstream staff
- · Built and strengthened successful relationships with external recruiters and agencies
- · Enhanced team workflows and employee job satisfaction by coordinating communication between managers and employees
- · Designed, developed and implemented successful recruitment process to increase roster of appearance attorneys 800%
- · Managed recruitment team and trained and mentored new advisors
- · Achieved staffing objectives through strategic and tactical planning, program management expertise and knowledge of effective recruitment, interviewing and training procedures