**Christopher Wilbert Frey**

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## Career Summary

***Scott Clark Auto Group*** Aug 2012 – Dec 2022 Charlotte, NC

Director of Business Development – Direct the strategic design, acquisition, management, and implementation of all Scott Clark technology infrastructure. Including but not limited to integration, recovery, analytics, and security. Monitor and analyze technology and trends to improve Scott Clark sales and service performance. Select, vet and manage vendor relations while establishing the technology and marketing standards for all three dealers. Manage all in house marketing efforts and communications with outside organizations such as signage, commercials, websites, special programs. Designed specialty reporting system to create specialty analytics and cohesive reporting crucial to dealer profitability and operational effectiveness.

***Tallahassee Ford*** Aug 2011 – Jul 2012 Tallahassee, FL

Business Development Manager – Created BDC and internet department. Integrated ILM software with corporate UCS system to track internet leads and follow-up. As well as SEM / SEO, live chat through multiple sources, vehicle videos.

***University Cadillac Buick GMC & Champion Chevrolet***

Aug 2010 – Jul 2011 Tallahassee, FL

Internet Director – Created BDC and internet department. Integrated lead software with corporate CRM system to track internet leads and follow-up. Setup and managed SEM / SEO, live chat, & vehicle videos.

***Steven Toyota & Steven Kia*** Jun 2008 – Jul 2010 Harrisonburg, VA

Internet Director - Co-developed vehicle photography studio. Developed and managed 3 websites including all vehicle inventory. Extensive photography and Photoshop work. Managed used vehicles from Detail Department through final presentation. Assistant Service Manager

***Network America*** Mar 2007 – Mar 2008 Manassas, VA

Project / Construction Manager – Manage commercial projects for hotels and senior living facilities from scope of work through final punch and developing strategic relationships with clients, vendors and sub-contractors.

***Ferguson Enterprises***  Mar 2004 – Mar 2007 Harrisonburg, VA Outside Territory Manager - Grew sales of plumbing, lighting and appliances through developing relationships with developers and builders in Western Virginia.

***Brandon Buick*** Aug 2002 – Jan 2004 Brandon, FL

 Vehicle Sales – New and Used vehicle sales.

***M.I.T., Inc.*** Jul 2001– Jul 2002 Arlington Heights, IL

Director of Client Services & Alliances – Responsible for sales of IT components, staffing and offshore outsourcing services as well as managing the IT Practice. Initiated alliances and grew relationships with Microsoft, IBM, Peoplesoft and Compaq.

***Amer.Com***  Sept 1999 – Jul 2001 Largo, FL

Regional Sales Manager –Managed U.S. sales force for Taiwan based manufacturer, focusing on specific markets such as data acquisition, robotics and distribution.

***CompuCom Systems Inc.***  Sept 1996–Sept 1999 Clearwater, FL

Compaq Business Development Manager–Train telesales force to grow Compaq business.

Territory Sales Manager - Managed & grew customer base including Tampa Electric Company, HSN, Disney, Holland & Knight and Daytona International Speedway.

***Tech Data Corporation*** Jan 1993 - Sept 1996 Clearwater, FL

Sales Manager - Manage and train telesales associates, develop customer relationships, and grew territory sales.

## Education

 ***University of South Florida-***1986-1990-Computer Technology, Tampa, FL **Microsoft Certified Systems Engineer-**1998

## Acknowledgements

**Auto Dealer Monthly –** Published article about photography studio Jan 2010

**Auto Dealer Monthly -** Published article Steven Toyota shows how to effectively change internet providers Apr 2010

**CompuCom, Inc.** Best presentation, Southeast Region, Feb 99

**Dataflex** - Sales achievement awards, 28 awards in 1998, 21 awards in 1997

**Dataflex** - Most valuable sales team, Jan 98, most proposals, Nov 97

**Tech Data Corp.** - Most valuable sales team 1996, highest volume U.S. IBM team, Dec 1993, Top Sales Team, Jan 95, Feb 96