



BRIAN REED

Sales Operations & Marketing Leader



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ABOUT ME

I'm a business driver and strategic thinker. I love building teams and providing exceptional customer experience. I am a strong presenter and trainer with the actionable tools to be your top performer.

I love uniting a team to a common purpose and seeing individual growth and peak performance in each member. Alignment provides an environment for maximum productivity.

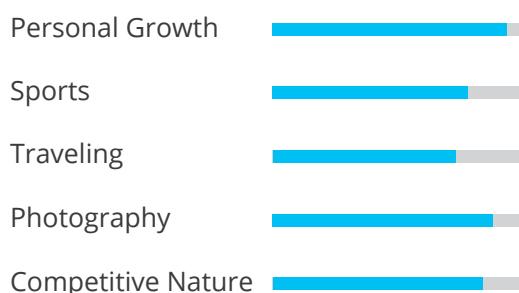
When I'm not exceeding expectations, you can find me hiking the Rockies or adventuring a Hawaiian island with my wife and kids.

Want to work together? I'd love to hear from you.

SKILLS



INTERESTS



EDUCATION & SERVICE

MOUNT ROYAL UNIVERSITY / 2008 - 2013

BACHELOR OF BUSINESS ADMINISTRATION | MARKETING

Led a team of senior BBA marketing students providing boutique marketing services for high tech start-ups in Calgary Market. Marketing & branding efforts led to multimillion dollar acquisition of clients company. Achieved Deans Honour Roll performance.

SERVICE MISSION / 2006 - 2007

LDS CHURCH

Dedicated full time service mission in the United States. Gained invaluable communication & relationship skills. Developed a high level of emotional intelligence working closely with all socio-economic groups of people.

EXPERIENCES

CAPITAL CHEVROLET BUICK GMC / 2018 to 2019

SENIOR SALES MANAGER

Achieved 80%+ volume growth YOY by instilling effective lead management and consistent high impact sales process. Led teams of 6 Business Managers, 5 Team Leaders & 20+ Product Specialists. Earned exclusive GM Presidents Club award for 2018. Hired and developed a top performing team.

COCHRANE DODGE JEEP RAM / 2014 to 2018

FIXED OPERATIONS MANAGER

Complete responsibility for the fixed operations including, Parts Retail/Wholesale, Service Department, Express Lube department & Detail department. Won numerous FCA awards for top performance. Championed dynamic change. Built a winning culture and results delivered.

MCLEAN & PARTNERS / 2013 to 2014

MARKETING MANAGER

Worked as the Marketing Manager for the company as a whole. Led all business development efforts and marketing initiatives. Developed and executed all digital assets. Organized all public events and forums.