RANDY W. HOLMQUIST

573 Chesterville Rd #80

Tupelo Ms, 38801

(662)610-0348

**EXPERIENCE SUMMARY**

Over 20 years experience in the retail Automotive Industry, where I have built exemplary rapport with financial lenders, service companies, sales people and customers.

My strengths are as follows:

* Maximizing and maintaining front and back end profits.
* Closing difficult deals.
* Extensive experience with DealerTrack System.
* Excellent relationships with lenders such as CitiFinancial Auto, Wells Fargo, Wachovia, Independent Bank, Fort Financial Credit Union, Drive Financial and others.
* Consistently maintain 65%-70% warranty penetration.
* Desking deals
* Customer Turnovers
* Business Growth

**EMPLOYMENT HISTORY**

March 2007 – October 2008 **Harvey Russell Auto World Tupelo Ms**.

 Finance Manager

November 2005 – February 2007 **American Auto Group Selmer Tn.**

 General Mgr, Sales Mgr, F&I and Service Dept.

January 2002- November 2005 **Jeff Teague Jeep Chrysler Dodge Henderson Tn.**

 Sales, F&I

May 1998 – December 2002 **Proctor and Gamble** – Jackson Tn

 Production

July 1995 – May 1998 **Corinth Ford Lincoln Mercury** – Corinth Ms.

 Sales and Leasing

June 1988 – July 1995 **Texan Ford**- Houston Tx

 Sales and Leasing

March 1985 – June 1998 **Firestone MasterCare** – Houston Tx.

**EDUCATION AND CERTIFICATES**

Dulles High School – GED March 1982

Power Generation Equipment Repair- Certified June 1982

Wheeled Vehicle Mechanic – Certified September 1983

Honorable Discharge – U.S. Army February 1985

Chrysler Sales Certification – Bronze and Silver Certified 2003/2004/2005

Assurant Automotive Finance and Insurance Management Course March 2005

REFERENCES

Dianne Kalmeyer

Executive Loan Officer

Fort Financial Credit Union

(260) 435-5188

Tammy Hartman

Branch Manager

Fort Financial Credit Union

(260) 435-5159

Lamar Arnold

Vice President

Independent Bank

(423) 883-1503

Joel Henson

Loan Officer

Independent Bank

(904) 215-5394

Rick Miller

Owner

American Auto Group

(731) 610-6255

Terry Small

Operations Manager

Auto Services Company Inc.

(800) 442-7116



To whom it may concern,

Randy Holmquist has been a customer and supporter of Independent Bank for several years. I have found him to be very knowledgeable of the auto industry with the expertise to excel with the lender. Listed are some of his abilities we experienced:

* Integrity- Never a question.
* Knowledge- Ability to structure deals for funding that will be profitable for the dealer and the lender.
* Proficiency- Contract packages were always complete resulting in quick funding.
* High conversion ratio- Good knowledge of our program and only sends what we will buy.
* Accessibility- Easy to contact with any questions.
* Teamwork- easy to work with.

Randy will be successful and a great asset with any organization.

W. Lamar Arnold

Vice-President

Independent Bank

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