

SAVVAS SIDIROPOULOS

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HIGH PERFORMING SALES MANAGER

Proven track record in Sales Operations, Management, and Marketing

PERFORMANCE HIGHLIGHTS

- ☐ Increased market share in the District by 1%, achieved significant increase in market share on key nameplates
- ☐ Achieved \$2.8 million in sales within 6 months as Ford's Commercial Vehicles Field and Brand Manager, hitting every sales target despite Greece's economic crisis
- ☐ Track record of improving processes and relationships to achieve Greek dealer network sales targets of over \$1.8 million per year along with market share objectives
- ☐ Significantly increased market share for Ford Commercial Vehicles Greece by 1% within 1-year of being promoted to Brand Manager, representing an increase in volume of over 50 vehicles and \$1 million
- ☐ Comprehensive approach to sales management, with a keen understanding of best practices in branding, strategy, inventory management, accounting, invoicing, and analytical reporting

RECENT EXPERIENCE

FedEx | Austin TX

FedEx Ground/Home Delivery Driver

Oct 2019–

- Worked as a Contractor for Branic Logistics
- Delivery/Pickup of packages on a Ground route
- Performing package pickups from FedEx store at the end of the route

FedEx | Pittsburgh PA

FedEx Ground/Home Delivery Driver

Jun 2019–Aug 2019

- Worked as a Contractor for Hodzic Inc
- Delivery/Pickup of packages on a Home Delivery route
- Performing package pickups from FedEx store at the end of the route

FCA | Canonsburg PA

Area Sales Manager Morgantown WV District

Feb 2018–June 2019

- Responsible for maximizing retail sales, vehicle production, performance, revenue and achieving established targets within assigned territory
- Serve as the liaison between the dealers' and FCA to assist in all areas of retail development
- Ensure dealer orders meet market demands
- Manage monthly allocation and scheduling
- Review minimum sales responsibility (MSR) and provide consultation on improvement opportunities
- Review and analyze dealer financial statements

- Curating incoming data from other countries and using it in a corporate environment for a large scale mapping application
- Fielding and analyzing data from multiple global markets and used to help better an international business product
- Responsible for overall accuracy using client specific sources as well as internet and social media sources
- Edit data per client specific protocols and policies once data has been deemed inaccurate
- Analyst may work on special side projects specific to major market updates within client application

Provided customer care for prepaid mobile device customers, exceeding all required targets as of the first month of employment.

- Exceeded Customer Satisfaction targets by 5-10% each month.
- Exceeded Average Handle Time targets monthly by an average of 20%.
- Achieved above 90% average for WIND's company-wide quality monitoring target.

Held various positions with increasing authority and responsibility over 10 years of service.

Assigned to the expanded role of Field and Brand Manager to launch Ford's new Commercial Vehicle Model to the Greek market.

- Achieved \$2.8 million in sales within 6 months, hitting every sales target despite Greece's economic crisis.
- Assumed full accountability for the development and implementation of marketing and sales strategy for Ford commercial vehicles throughout the country.
- Initiated negotiation with Ford of Europe for monthly production volumes for the regional market, and settled model pricing based on competitive analysis reports.
- Took charge of preparing and disseminating brochures for commercial vehicles, month-to-date and year-to-date reports, and commercial vehicles sales analysis.

Responsible for the sales performance of Ford dealers in Ford's largest Greek Territories (Athens, Iperus, Corfu and Corinth).

- Track record of improving processes and relationships to achieve dealer network sales targets of over \$1.8 million per year nationwide, along with market share objectives.
- Conducted evaluation on Ford dealers across various territories encompassing Athens, Corfu, Corinth, and Iperus through weekly visits and sales performance assessments based on Ford specifications.

Responsible for marketing and sales strategy for Ford Commercial vehicles for Greece.

- Achieved top performance in monthly production and annual sales volume numbers.
- Increased Ford's market share by 1% in 2010, representing an increase in volume of over 50 vehicles and \$1 million.

Supervised a team of six personnel responsible for booking, customs clearance, and transportation of Ford Motor Hellas stock of vehicles.

- Achieved top performance in meeting year-end inventory and invoicing targets for over 2000 vehicles annually.
- Implemented a new booking and invoicing process companywide, including training and process improvement collaboration.
- Provided expert support to overall operations to ensure smooth workflow within departments.

OTHER EXPERIENCE

Ford Motor Company | Athens

Accounting Department Assistant

Feb 2004–Mar 2008

Distribution Department Assistant

Sep 2001–Feb 2004

EDUCATION

Bachelor of Science in Business Administration, Management, and Organizational Behavior

American College of Greece/Deree | Athens, Greece

PROFESSIONAL DEVELOPMENT

Certiport, **Microsoft Office Specialist Certification**

LANGUAGES AND CITIZENSHIP

Fluent in Greek and English

Hold full US and Greek Citizenships

Fully eligible to work in the US and European Union
