Jason Willis 515-987-4928

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| Professional Experience |
| **Employer: Willis Auto Campus, Clive, IA (2006-present)**  **Director, Fixed Operations, Senior Leadership Team Member October 2013-Present**  *Responsibilities*:   * Lead efforts of more than 250 employees within the Fixed Operations Areas of the business * Oversee employee accountability and training * Develop policies and procedures * Manage factory relations with 7 franchises * Customer relations, department serves over 250 guest per day * Dealership representative in community relations * Training of Staff members to fit Willis culture and core values   **General Manager MINI December 2010-October 2013**  *Responsibilities*:   * Lead 75 employees in sales, service and parts representing the MINI franchise * Sale of new and used vehicles * Develop and implement policies and procedures * Lead team in opening new building and opening of new MINI franchise * Dealership representative in factory relations with MINI * Training of Staff members to fit Willis and MINI culture and core values   **Sales Manager, Lexus January 2008 -December 2010**  *Responsibilities*:   * Lead 35 employees in sales and customer relations representing the Lexus franchise * Oversee sales of new and used vehicles * Develop and implement policies and procedures * Dealership representative in factory relations with Lexus * Training of Staff members to fit Willis and Lexus culture and core values   **Pre-Owned Buyer January 2006 -January 2008**  *Responsibilities*:   * Managed the investment of over $3 million of pre-owned inventory * Conducted wholesale and purchasing of inventory * Managed reconditions of pre-owned inventory * Responsible for over 200 units at any given time.  *Education*  * **BA Economics and Business Management** May 2001, St. Olaf College, Northfield Minnesota   Jason Wills Resume, Page 2 *Professional Awards and Certifications*  * National Auto Dealers Association Dealer Academy Graduate 2006 * Lexus Master Manager 2006-Present * Pride of Jaguar Award Sales Manager 2005 * MINI National Golden Bulldog (Top dealer) 2012 and 2013 * Cadillac Master Dealer 2013 * Elite of Lexus 2004-Present   ***Professional Alliances & Volunteering***   * Ambassador's Club Founding member 2004-Present * Crown's Club Member 2008-Present * American Heart Association Board of Directors 2010-Present * DM Roosevelt HS Foundation Board Member 2010-Present * Iowa Auto Dealers Association Scholarship Committee 2011-present * Vistage Executive Training 2011-present * Volunteer Leukemia Lymphoma Society 2005-present * Moes for Joes Fundraiser Founder benefiting Leukemia and Lymphoma Society 2011-present * Crush Colon Cancer Board of Directors and founding member * Organized partnership between MINI National and WesleyLife for the use of 22 MINI to service the Meals on Wheels program in central Iowa * 6 and under Tee-ball Coach Walnut Creek Little League 2014 * 8 and under Flag Football Coach i9 Sports 2013 and 2014 * 9 and under Basketball Coach i9 Sports Fall and Winter Seasons 2014   ***Special Event MC and Auctioneer***   * Festival of Trees and Lights--Benefiting Blank Hospital 2010-Present * Heart Ball-Benefiting American Heart Association 2010-Present * Child Abuse Prevention Council Gala 2011-Present * 125 year Anniversary Celebration-Benefiting Lutheran Services of Iowa 2014 * Man and Woman of the Year Gala-Benefiting Leukemia Lymphoma Society * Crush Colon Cancer fundraiser 2011-present * Moes for Joes Fundraiser 2011-present |
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