

# Beverlyann Gleffe

Automotive Consultant

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## EDUCATION

### Bachelor of Science in Automotive Technology at West Virginia University Institute of Technology, WV

Aug 2013 - May 2018

Relevant Coursework: Automotive Systems, Engine Performance, Vehicle Diagnostics, Automotive Electronics, Powertrain Systems, Suspension and Steering, Brake Systems, Advanced Automotive Technologies, Alternative Fuels, and Auto Service Management.

## LINKS

[linkedin.com/in/beverlyanngleffe](https://www.linkedin.com/in/beverlyanngleffe)

## SKILLS

Diagnostics expertise

Electromechanical systems

Hybrid technology

Emissions control

Advanced Driver Assistance Systems (ADAS)

Telematics integration

Electric vehicle infrastructure

## LANGUAGES

English

Bengali

## PROFILE

An Automotive Consultant with 5 years of experience in providing expert guidance and tailored solutions to clients in the automotive industry. Proficient in identifying market trends, analyzing competitors, and enhancing dealership performance. Skilled in developing and implementing strategic plans to optimize sales, profitability, and customer satisfaction. Adept at building and maintaining strong relationships with clients and stakeholders, while consistently delivering high-quality results.

## EMPLOYMENT HISTORY

### ● Senior Automotive Consultant at C&C Automotive Consulting, WV

May 2023 - Present

- Led a team that successfully increased dealership sales by 25% within one year, resulting in over \$1.5 million in additional revenue for C&C Automotive Consulting's clients in West Virginia.
- Implemented data-driven strategies that improved customer retention rates by 40%, leading to an estimated \$800,000 in long-term revenue growth for our clients.
- Streamlined the supply chain management process, reducing inventory costs by 15% and saving clients an average of \$200,000 annually while maintaining optimal stock levels for high-demand vehicles.

### ● Automotive Consultant at West Virginia Automotive Consulting, WV

Jul 2018 - Mar 2023

- Successfully increased annual revenue by 25% within the first year of joining West Virginia Automotive Consulting, by acquiring new clients and upselling services to existing customers.
- Implemented a comprehensive customer relationship management (CRM) system, resulting in a 35% improvement in client retention and a 20% increase in referral business within 18 months.
- Led a team that designed and executed a targeted marketing campaign, which expanded the company's reach into untapped markets, contributing to a 15% growth in market share over a two-year period.

## CERTIFICATES

### Automotive Service Excellence (ASE) Certification

Nov 2021

### Certified Automotive Fleet Specialist (CAFS)

Jul 2020

## MEMBERSHIPS

Society of Automotive Engineers (SAE) International

Automotive Aftermarket Industry Association (AAIA)