

Ada Deturk

Parts Manager

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Sacramento, CA 95814

Education

**Associate of Applied
Science in Automotive Parts
Management at San Jose City
College, San Jose, CA**

Aug 2016 - May 2021

Relevant Coursework: Inventory
Management, Automotive
Systems, Parts Sales
and Marketing, Warehouse
Operations, Customer Service,
Business Communications, and
Supply Chain Management.

Links

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

Skills

Inventory management

Purchasing expertise

Supplier negotiation

Quality control

Team leadership

Budgeting proficiency

Data analysis

Languages

English

Bengali

Hobbies

Profile

Dedicated Parts Manager with 2 years of experience in inventory management, procurement, and customer service. Proficient in streamlining operations, maintaining accurate records, and fostering strong relationships with vendors and clients. Demonstrates excellent communication and problem-solving skills, with a proven track record of optimizing efficiency and ensuring customer satisfaction.

Employment History

Parts Manager at AutoZone, CA

Feb 2023 - Present

- Successfully increased overall parts sales by 30% within the first year, resulting in a revenue growth of \$500,000 for the AutoZone store in California.
- Streamlined inventory management processes, reducing excess stock by 20% and saving the store \$100,000 in storage and carrying costs annually.
- Implemented a new employee training program that improved efficiency and customer satisfaction, leading to a 15% increase in repeat business and a 10% reduction in employee turnover.
- Negotiated contracts with suppliers to secure better pricing and payment terms, saving the store \$200,000 annually and improving profit margins by 5%.

Assistant Parts Manager at O'Reilly Auto Parts, CA

Jul 2021 - Jan 2023

- Successfully increased parts sales by 25% within the first year by implementing targeted marketing strategies and improving customer service.
- Streamlined inventory management processes, resulting in a 20% reduction in backorders and a 15% decrease in excess stock.
- Implemented a new employee training program that increased staff productivity by 30% and reduced turnover by 10%.
- Collaborated with store management to develop and execute a promotional campaign that led to a 50% increase in foot traffic and a 35% boost in overall sales during the promotion period.

Certificates

Automotive Parts Manager Certification (APMC)

May 2022

Certified Professional in Supply Management (CPSM)

Jul 2020

Memberships

Automotive Aftermarket Association (AAA)

National Institute for Automotive Service Excellence (ASE)