

ANDREAS HINTERPLATTNER

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SUMMARY of QUALIFICATIONS

- **6 years** of management experience
- **8 years** of direct retail and sales experience
- **5 years** of import/export experience in Europe (Lotus Cars & Volvo Cars)
- **4 years** of direct customer service experience
- **Bilingual** – German & English, speaking and writing professional materials
- Excellent communication skills including verbal, written & presentation
- Strong leadership and team development skills
- Winner of several sales competitions
- Solid computer skills (Microsoft Office, Go Daddy website editing , European search engines)

MANAGING EXPERIENCE

12/2002 – 12/2008

Toyota Frey Austria GmbH
Territory Manager – After Sales
Dealer Evaluator
Warranty Auditor

Vienna, Austria

Wolfgang Denzel AG
Sales Manager - Austria
Lotus Cars

Vienna, Austria

SALES EXPERIENCE

08/1997 – 12/2002

Wolfgang Denzel AG
Sales Manager - Austria
Lotus Cars

Vienna, Austria

**European Telecom
International AG**
Account Manager

Vienna, Austria

Wiesenthal & Co AG
Sales Representative
Mercedes Benz

Vienna, Austria

Denzel Autoitalia GmbH
Sales Representative
Alfa Romeo & Fiat

Vienna, Austria

Wolfgang Denzel AG
Tourist & Diplomat Sales
Volvo Cars

Vienna, Austria

CUSTOMER SERVICE EXPERIENCE

09/1991 – 09/1994 & 06/1995 – 08/1996

Der Anker, Allg. Versicherung AG
Apprenticeship, Customer Service Specialist & Branch Office Manager
Nationwide Insurance Company (all classes)

Vienna, Austria

MANDATORY MILITARY SERVICE**10/1994 – 06/1995****Jägerregiment 2 (JgR2)**
Scout Sniper – Team Leader

Vienna, Austria

ADDITIONAL TRAININGS**09/1997 – present****Entrepreneur Training Program**
*Santa Barbara City College Continuing Education***Dealer Evaluator Course (Toyota Motor Europe)**
*Standards, Regulations & Activities***Denzel Automobile College**
*Sales and Financing***Several Sales and Rhetoric Seminars**
Successful Negotiating, Closing Deals, Quick-Witted Answering

EDUCATION**09/1986 – 06/1994 & 09/1996 – 01/1997****Santa Barbara City College**
General Studies

Santa Barbara, CA

Bildungswerk der österr. Versicherungswirtschaft
Top Graduate with Honors
Insurance Industry

Vienna, Austria

Bundesrealgymnasium XII
Public High School

Vienna, Austria

Hum. Gymnasium des Kollegium Kalksburg
Private High School

Vienna, Austria

OTHER QUALIFICATIONS & ACHIEVEMENTS**05/1992 – 08/2008****American Football Coach – Austrian National Team & Austrian Junior National Team**
*Defensive Coordinator & Defensive Backs***American Football Coach – Vienna Vikings**
*Assistant Coach – Defensive Backs***Player for several All-Star Teams - American Football**
*Team Europe, Austrian National Team, Austrian Junior National Team***13 Championships won (combined as a player and a coach)**
European Championship, Euro Bowl, Austrian Bowl, Silver Bowl, Junior Bowl