

# MIKE POLSKY

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With over 40 years of experience in the automotive industry, I am a highly skilled and dedicated professional with a proven track record of success in sales, management and making businesses more profitable.

## EXPERIENCE

**JULY 2015 – DEC 2022**

### **GENERAL MANAGER**

#### **THOROUGHbred FORD PLATTE CITY – PLATTE CITY, MO**

Successfully oversaw all aspects of Thoroughbred Ford Platte City's daily operations, including staffing, sales targets, service targets and operational budget. Assumed Ford's Dealer Role and all associated responsibilities, including the successful implementation of EV setups. Proven ability to effectively manage and lead a team while meeting and exceeding company goals and objectives, including:

- Reorganized the service department and grew service absorption from less than 40% to greater than 85%.
- Refocused the sales team, leading to an overall 65% increase in sales during my tenure.

**MARCH 2012 – JUNE 2015**

### **GENERAL SALES MANAGER**

#### **ROLLING HILLS AUTO PLAZA – ST. JOSEPH, MO**

Set company records by making leasing a priority. Kept sales efficiency above target goals for my entire tenure.

**AUG 2010 – MARCH 2012**

### **INTERNET SALES MANAGER AND FLEET VEHICLE MANAGER**

#### **THOROUGHbred FORD – KANSAS CITY, MO**

Cultivated online leads to turn them into customers, and worked with schools, municipalities and commercial accounts to provide bids and write specs for purchases.

**FEB 2005 – AUG 2010**

### **NEW VEHICLE SALES MANAGER**

#### **HONDA OF TIFFANY SPRINGS (FORMERLY JOHN CHEZIK HONDA) – KANSAS CITY, MO**

Multiple roles held, including:

- New Vehicle Sales Manager (Dec 2008 – Aug 2010)
- Assistant Manager and Vehicle Sales (Oct 2005 – Dec 2008)
- Vehicle Sales (Feb 2003 – Oct 2005)

**JULY 2000 – FEB 2003**

**INSURANCE SALES**

**RESERVE NATIONAL INSURANCE – ST. JOSEPH, MO**

Responsible for insurance sales and policy delivery throughout the Midwest. Winner of rookie of the year and several agent of the month awards.

**JAN 1974 – JULY 2000**

**GENERAL MANAGER**

**POLSKY MOTORS INC., – ST. JOSEPH, MO**

Started at age 13 pushing a broom and moved up from there.

- Assistant service manager (Jan 1974 – May 1977)
- Vehicle Sales (May 1977 – Nov 1982)
- F&I Manager (Nov 1982 – Jan 1985)
- General manager (Jan 1985 – July 2000)

## **EDUCATION**

**AUG 1977 – JAN 1981**

**BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION**

MISSOURI WESTERN STATE UNIVERSITY – ST. JOSEPH, MO

**NOV 1982**

**BUSINESS CERTIFICATE**

PAT RYAN SCHOOL OF BUSINESS – CHICAGO, IL

## **REFERENCES**

References available upon request