
JOSEPH MALASKY

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PROFESSIONAL SUMMARY

Savvy professional, with extensive knowledge in every aspect of the automotive industry. 25 years of experience closing thousands of deals. Self-motivated professional excelling in both technical and non-technical, fast-paced team environments. Motivated to generate and increase sales while delivering top-notch customer care.

SKILLS

- Proficient with Reynolds and Reynolds DMS
- Proficient with era-ignite
- Proficient with Dealertrack
- Excellent relationships with all financial institutions
- Proficient with MMR
- Excellent Relationships with all Auctions
- People-oriented
- Flexible
- Proficient with CRM
- Proficient with Reynolds and Reynolds parts and service
- Proficient with ERA-Ignite parts and service
- Multiple salesman of the month awards
- Proficient with Carfax
- Extensive Knowledge and great relationships with all warranty companies

WORK HISTORY

Automotive Consultant and Wholesale, 09/2013 to Current

Self Employed – Charleston, SC

- Dealership setup and wholesale including: obtaining all licensing, financial institutions, warranty companies, inventory and dealer management systems.
- Provide ongoing assistance as needed in every aspect of the dealership.
- Wholesale vehicles from and to auctions, dealers and individuals.

Sales, 01/2011 to 09/2013

Hoover Chrysler Dodge Ram – Moncks Corner, SC

- Consistently at the top in all sales categories.
- Salesman of the month multiple times.
- Assisted with finance department.

Automotive Consultant and Wholesale, 02/2007 to 01/2011

Self Employed – Charleston, SC

- Dealership setup including: obtaining all licensing, financial institutions, warranty companies, inventory and dealer management systems.
- Provide ongoing assistance as needed.
- Buying and selling vehicles from and to dealers, auctions and individuals

Owner Operator, 03/2002 to 02/2007

Joey's Auto Sales – Moncks Corner, SC

- Negotiated prices, terms of sales and service agreements
- Contacted new and existing customers to discuss how their needs could be met through specific products and services.
- Selected the correct products based on customer needs, product specifications and applicable regulations.
- Created sales contacts with on- and off-premise accounts.

Sales Representative, 03/1999 to 02/2002

Buyers Choice Warranty Company – Coastal South Carolina

- # 1 in the Southeast in sales
- Prospected and conducted face-to-face sales calls with business executives and directors throughout assigned territory.
- Consulted with businesses to supply accurate product and service information.
- Exceeded team sales goals
- Met existing customers to review current services and expanded sales opportunities to include 176 dealers in my territory

Finance Manager, 05/1996 to 03/1999

Action Auto Sales – Charleston, SC

- Negotiated prices, terms of sales and service agreements.
- Quoted prices, credit terms and other bid specifications.
- Increased profits by an average of 1128.00 per copy

Sales, 03/1994 to 03/1996

Hoover Chrysler Jeep – Charleston, SC

- Salesman of the month multiple times.

Sales, 08/1992 to 03/1994

Palmetto Ford – Charleston, SC

- Salesman of the month multiple times

Sales, 02/1989 to 08/1992

Gene Reed Mitsubishi Isuzu – Charleston, SC

- Salesman of the month multiple times

AIR TRAFFIC CONTROLLER, 01/1984 to 01/1989

US Navy – NAS Guantanamo Bay Cuba NAS Whiting Field FLA

- Qualified VFR Advisory Controller at NAS Guantanamo Bay Radar
- Qualified PAR Controller at NAS Whiting GCA .
- Qualified Arrival Controller at NAS Whiting Field GCA.
- Qualified Radar Coordinator at NAS Whiting Field GCA.
- Qualified Radar Supervisor at NAS Whiting Field GCA.
- Qualified Flight Data Controller at NAS Whiting Field South Tower.
- Qualified Ground Controller at NAS Whiting Field South Tower.
- Qualified Local Controller at NAS Whiting Field South Tower.
- Received my CTO from NAS Whiting Field South Tower.

EDUCATION

Graduated with a 90 avg.:

US Navy ACA1 Air Traffic Control - Millington, TN