

## Larry P. Kaderavek

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### **SALES / SALES/OPERATIONS MANAGEMENT / BUSINESS DEVELOPMENT**

*More than 30 years of progressively responsible experience in sales and sales/operations management; strong leadership skills with proven ability to inspire and manage teams in achieving revenue and profitability goals*

- Strong strategic and tactical thinking abilities
  - Excellent interpersonal communication skills
  - Positive minded; successful at leading by example
  - Outstanding coaching and people skills
  - Proven leadership and management skills
  - Successful in turning around underperforming business units
  - Lifelong learner; able to easily implement new ideas and processes
  - Able to delegate effectively to maximize team productivity
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### **PROFESSIONAL EXPERIENCE**

INDEPENDENT BUSINESS CONSULTING / AUTO WHOLESALING, Tomahawk, Wisconsin 2007-Present

- Provide consulting services to dealers on dealership operations including sales, parts, service and financing.
- Operate independent wholesaling of autos to dealerships and individual purchasers.

KOCOUREK CHEVROLET, Wausau, Wisconsin 2006-2007

#### **Sales Manager**

- Oversaw and managed dealership functions that included new and used car sales, service, parts and finance.
- Developed sales goals and forecasts and implemented sales programs in pursuing goals.
- Supervised, trained and mentored 10 sales representatives and two business finance managers.
- Gave final approval on all sales, trade-ins, financing and credit arrangements.
- Created promotional marketing strategies and directed advertising placement with TV, radio and print media.

#### **Accomplishment**

- Spearheaded sales effort that resulted in Wausau dealership leading all company locations in sales and profitability.

STARK AUTOMOTIVE GROUP, Merrill, Wisconsin 1999-2006

#### **General Manager**

- Hired to restore dealership's revenue and profitability to customary levels.
- Oversaw and managed dealership functions that included new and used car sales, service, body shop and finance.
- Supervised, trained and mentored 10 sales representatives.
- Cultivated strong lending relationships with area financial institutions.
- Gave final approval on all sales, trade-ins, financing and credit arrangements.
- Created promotional marketing strategies and directed advertising placement with TV, radio and print media.

#### **Accomplishment**

- Succeeded in returning revenue and profitability to desired levels through leadership and sales efforts.

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## PROFESSIONAL EXPERIENCE

JIM CARTER CHEVROLET, Wausau, Wisconsin

1992-1999

### General Sales Manager

- Supervised and mentored three sales managers, 15 sales representatives and two business finance managers.
- Provided training on sales closing and building additional sales through add-on products and services.
- Developed promotional marketing strategies and directed advertising placement with TV, radio and print media.
- Gave final approval on all sales, trade-ins, financing and credit arrangements.
- Conducted all wholesale selling, purchasing and auction duties.

### Accomplishment

- Restored sales to high levels previously attained by the Wausau dealership.

STARK AUTOMOTIVE GROUP, Stoughton/Merrill, Wisconsin

1986-1992

### General Manager

- Hired to launch new dealership in Stoughton.
- Oversaw and managed dealership functions that included new and used car sales, service and body shop.
- Supervised and mentored eight sales representatives.
- Created and implemented sales training program.
- Developed promotional marketing strategies and directed advertising placement with TV, radio and print media.
- Gave final approval on all sales, trade-ins, financing and credit arrangements.

### Accomplishments

- Led Stark Automotive Group in profitability each year from 1986-1992.
- Played key role in establishing a strong market presence for the Stoughton dealership.

## ADDITIONAL PROFESSIONAL EXPERIENCE

TOMAHAWK HIGH SCHOOL, Tomahawk, Wisconsin

### Substitute Teacher

2008-Present

- Serve as substitute teacher on as-needed basis for 2008-2009 school year.

## EDUCATION / CERTIFICATIONS / TRAINING

- **Substitute Teaching License**, Wisconsin Department of Public Instruction, 2008.
- **Management by Objectives**, Wisconsin School of Business, University of Wisconsin, 1985.
- **Automotive Management**, University of Automotive Management, General Motors, 1982.
- **Bachelor of Arts Degree**, Major: History and Political Science, Minor: Business, Luther College, 1971.