

Cody Larsen

Used Car Buyer

📍 Salt Lake City, UT 📞 (801) 555-0163 ✉ cody.larsen@email.com 🌐 linkedin.com/in/codylarsen

SUMMARY

Used Car Buyer with 4 years appraising and buying vehicles for a high-volume pre-owned operation in Salt Lake City. Buys 70 units a month through auction buying, trade-ins and private sellers, with firm negotiation skills and reconditioning estimates that keep gross on target. Automotive technology training helps spot mechanical problems before bidding.

EXPERIENCE

Used Car Buyer 01/2024 - Present

Wasatch Pre-Owned Group Salt Lake City, UT

Four-store pre-owned group retailing about 450 vehicles a month.

- Buy **70** units a month across live and online auction buying, trade-ins and private-party deals.
- Write reconditioning estimates on every unit, keeping average recon spend at \$1,150 against a \$1,300 budget.
- Review vehicle history reports and check frame, flood and title brands before bidding, cutting arbitration claims to 2 in 2025.
- Set market pricing with the used car manager each week so 82% of units retail within 45 days.

Used Vehicle Appraiser 08/2022 - 12/2023

Jordan River Motors West Jordan, UT

New and used dealership in the Salt Lake Valley.

- Completed 35 vehicle appraisal walkarounds a week on service-lane and showroom trade-ins.
- Managed title processing and payoff letters for 80 trade-ins a month.
- Explained trade offers to customers line by line, holding a 93% satisfaction score.
- Found prior paint and frame repairs with a paint depth gauge on about 1 in 8 trades, adjusting offers before signing.

Lot Technician (Part-Time) 09/2020 - 07/2022

Sugar House Auto Mall Salt Lake City, UT

Used-car superstore with about 300 vehicles in stock.

- Inspected and road-tested 25 incoming trade-ins a week, writing up tires, brakes and warning lights for the service desk.
- Charged batteries and staged 300 units across the lot before weekend sales events, keeping the front line full.
- Logged mileage and VINs for every arrival in the dealer management system, with no missed units in 2 audits.

SKILLS

- Vehicle Appraisal
- Auction Buying
- Negotiation Skills
- Reconditioning Estimates
- Vehicle History Reports
- Market Pricing
- Title Processing
- Attention to Detail
- Customer Service Skills

EDUCATION

Associate of Applied Science

Salt Lake Community College
Automotive Technology

Salt Lake City, UT

05/2022

CERTIFICATES

Utah Driver License, Clean Driving Record

Utah Driver License Division

06/2018

ASE Entry-Level Certification: Maintenance and Light Repair

ASE Education Foundation

04/2022