

Andre Mitchell

VEHICLE ACQUISITION SPECIALIST

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Certificates

Florida Driver License, Clean Driving Record
Florida Department of Highway Safety and Motor Vehicles
04/2018

Skills

Vehicle Appraisal
Appraisal Tools • Negotiation
Market Pricing Analysis
Vehicle Inspection
Title Paperwork
Auction Sourcing • CRM
Communication Skills
Organizational Skills

Summary

Vehicle Acquisition Specialist with 4 years in used-vehicle sales and buying in the Tampa Bay market. Buys 55+ vehicles a month from private sellers, trade-ins and auctions using appraisal tools and market pricing analysis, and works independently from first call to signed title.

Experience

Vehicle Acquisition Specialist 05/2024 - Present
Bay Area Auto Exchange Tampa, FL
Used-vehicle retailer with 3 lots and about 600 units in stock.

- Acquire **55** vehicles a month from private sellers and service-lane customers, beating the sourcing goal by 20%.
- Complete vehicle appraisal and vehicle inspection walkarounds on 25 cars a week, noting reconditioning costs before each offer.
- Build offers with appraisal tools such as vAuto and Black Book, keeping average acquisition cost 4% under market.
- Lead negotiation by phone and in person, then process title paperwork and lien payoffs with 0 funding errors in 2025.

Automotive Sales Consultant 03/2022 - 04/2024
Westshore Motors Tampa, FL
Franchise dealership selling new and certified pre-owned vehicles.

- Sold 13 vehicles a month and booked trade-in appraisals for 60% of buyers.
- Joined weekly auction sourcing with the used car manager, shortlisting 30 units a week for bids.
- Passed 15 private-seller leads a month from CRM notes to the buying team.

Education

Associate of Arts 05/2021
Hillsborough Community College Tampa, FL
Business Administration