Contact

www.linkedin.com/in/nickfornaca (LinkedIn)

Top Skills

Analytical Skills
Statistical Data Analysis
Operations Management

Languages

English

Nicholas Fornaca

Operational Leader | Maximizing Processes, Employees, and Profit
San Diego, California, United States

Summary

Working in various roles within Frank Motors Group, I have been able to utilize and hone my leadership, operational, and analytical skills to ensure our dealerships and teams are high-performing and increasing market share. Driven by analytics and improving finances, operations, and strategy, I leverage my ability to stay organized and adapt quickly to the constantly changing market to ensure we're successful at Frank Motors Group.

In my most recent role as Assistant General Manager for Frank Motors Group, I oversaw all departments within Frank Subaru, analyzing daily sales and expenses and creating month-end reconciliation of business gross profit, vehicle sales, and factory incentives. Additionally, I examined the monthly financial statement and present my findings to ownership.

Managing teams and customer experience, I'm committed to the success of any organization that I am a part of. By finding gaps in the industry and solving for them, cultivating a positive environment for my team, and maintaining the integrity behind the brand I am representing, I ensured Frank Motor Group is positioned as an industry leader and upholds the reputation it is known and recognized for. Frank Toyota and Frank Subaru were sold to Dalton Motors.

Outside of work, I enjoy spending time with my family, skiing, reading, hiking, volunteering for Make a Wish, and staying active.

I always enjoy new conversations and connecting with others! Feel free to reach out on LinkedIn or email me at#nfornaca@gmail.com.

Experience

Kettner Spirits

VP of Finance
June 2023 - Present (3 years 6 months)
San Diego, California, United States

Frank Motors
6 years 1 month

Assistant General Manager
May 2018 - May 2023 (5 years 1 month)

•Oversee the performance of all departments within Frank Subaru.
•Led a sales process for our first digital retailing Express Store, facilitating a 100% online buying experience.
•Manage new and used vehicle inventory on the business website and our online Express Store, with historical sales data to maximize sales.
•Utilizes market and inventory reports to set pricing to stay competitive within the San Diego market.
•Communicate effectively with customers to solve problems and maintain high customer retention and strong reputation.
•Implemented processes to promote a positive customer experience to receive the Subaru Love Promise Customer Commitment Award.
•Analyze daily sales gross and expenses across all departments to create accurate weekly forecasts for ownership.
•Work with the accounting department to create month-end reconciliation of business gross profit, vehicle sales, and factory incentives.
•Examine the monthly financial statement and present analysis to ownership.

Sales Manager
May 2017 - May 2018 (1 year 1 month)

•Worked with finance institutions to complete loan applications and loan approvals to secure vehicle financing.
•Followed proper vehicle sales procedures and compliance to prevent fraudulent vehicle purchases.
•Actively managed a sales team of up to 15 sales associates.
•Completed follow-up processes with customers that have not purchased and with those who have recently purchased.
•Facilitated weekly training and performance reviews with the sales team.
•Audited new vehicle sales from the previous day with retail deliveries reported to Subaru of America.

ChefsBest®
Research Analyst
March 2016 - March 2017 (1 year 1 month)

San Diego, CA

•Analyzed Nielsen Data to group food and beverage products into specialized categories for blind taste tests.
•Designed a data filtering method using Microsoft Query to analyze Nielsen data.
•Created and customized reports in Salesforce, utilizing both basic and joined reports and "Research Team Scorecard."
•Reviewed & analyzed monthly real estate financial statements and new product ideas for production and sales in retail stores.

Source of Knowledge
Business Analyst
September 2015 - February 2016 (6 months)
San Diego County, California, United States

Brown University
Student Athlete
September 2011 - May 2015 (3 years 9 months)
Providence, Rhode Island

Brown University Baseball Camp
Player Coach
May 2014 - September 2014 (5 months)
Providence, Rhode Island

Education

Brown University
Bachelor of Arts (B.A.), Business, Entrepreneurship and Organization: Business Economics Track · (2011 - 2015)

Cathedral Catholic High School
· (2007 - 2011)