

Application Form

Profile

Bryan _____ Gerner _____
First Name Last Name

4397 SW Darlington St _____
Home Address

Port Saint Lucie _____ FL _____ 34953 _____
City State Postal Code

bryangerner@att.net _____
Email Address

What district do you live in? <http://www.cityofpsl.com/districts> *

District 3

Retired?

Yes No

Comcast Business _____ Regional Sales Director _____ Sr. Manager _____
Employer Job Title Occupation

Which Boards would you like to apply for?

None Selected

Were you nominated or recommended to apply by the Mayor or a Councilmember?

Yes No

Interests & Experiences

Why are you interested in serving on a board or committee?

I'm looking to get more involved in the community. I moved to St Lucie about 3 years ago from Palm Beach county and would like to be part of the solution in my community.

Why do you think you are qualified to serve on this board or committee?

I have 17 years of management experience with in different verticals of the business community. I have worked with city officials in Palm Beach county on volunteer projects including being involved with the scouting community from age 8 to present day.

Brief description of Education & Experience

I have a bachelors degree from FAU in engineering. I have been a people leader for over 17 years now and I know what it takes to motivate and coach others. I bring a fresh new outlook to complex issues on a daily basis.

[Bryan_Gerner.doc](#)

Upload a Resume

Demographics

Do you now serve on any City Board, Committee or other Governmental Board or Committee? (NOTE: You cannot serve on more than one Board or Committee within the City of Port St. Lucie during the same time period.)

Yes No

Are you a registered voter?

Yes No

How long have you been a City resident?

3 years

Have you attended the City University classes?

Yes No

Are you a United States Citizen?

Yes No

Are you presently employed by the City of Port St. Lucie?

Yes No

Are you a current or former law enforcement officer, other employee* or the spouse or child of one who is exempt from public records disclosure under FS 119.07?

Yes No

Have you ever been convicted of a crime, pled guilty or no contest to a criminal charge, or entered into an agreement setting forth the terms leading to the reduction or dismissal of the charges?

Yes No

BRYAN GERNER

BryanGerner@me.com
(561) 523-0956

OBJECTIVES

Senior Telecommunications Manager with 10+ years of experience with leading and developing top producing account executives. Secure a responsible career opportunity to fully utilize my ability, training and skills while also making a significant contribution to the success of the company.

EXPERIENCE

Comcast | Palm Beach Gardens, FL

Regional Director 02/2018 – Present

- Lead and Develop a team of 4 Account Executives and 4 Senior Account Executive
- Won multiple large accounts averaging over \$6K recurring revenue per location
- Took #6 of 11 teams to #1 in Florida region within 12 months
- 110% YTD rolling average Revenue attainment to goal
- 24% attachment rate of ancillary products on a goal of 10%
- Promoted 3 Account Executives to management roles over 18 months

Sprint

Connect LLC | 6360 Sprint Parkway

Regional Sales Director 09/2014 – 02/2018

- Responsible for performance and P&L management of 112 locations nationwide.
- Lead the Intellectual Property Team for 2 years leading to \$2.5M in contracts
- Lead and Developed 8 District Managers / 112 Store Managers
- Developed SMB program for 112 locations that increased SMB sales 115% YOY
- Created District and Store Manager development plan for business development
- Deployed sales tactic plan to VP and below for 2200 locations nationwide to drive sales
- Increased sales 35% YOY from 15' to 16' through implementing Sprint Says Thanks weekends
- Managed the top district in Sprint in Miami for FY 2016
- Lead teams in multiple departments including Real Estate, Financial and Intellectual Property.
- Promoted 36 Store Managers, 6 District Managers and 3 Regional Managers
- Pinnacle Winner for 2105 & 2016 results #1 market in the company 2 years in a row

AutoNation | West Palm Beach, FL

Acquisition Director 02/2012 – 09/2014

- Built and Implemented Purchasing program from the ground up in less than 2 years
- Hired, Trained and developed 12 buyers to work throughout 15 locations

- Partnered with Small businesses in Palm Beach county to develop work vehicle re-purchase program
- Established process for universal reconditioning rates through 15 dealers
- Promoted 3 of 8 buyers to sales managers within 1 year
- Managed P&L for a vast used vehicle base that exceeded \$3M
- Developed training program for all new buyers including training materials, processes and job requirements.

AT&T

| Boca Raton, FL

District Sales Manager 04/2008 – 01/2012

- Responsible for leading and directing 12 store managers in the Palm Beach market
- Developed and implemented Wireline program for first time sales in Retail locations
- Directly lead and developed SMB program for retail stores in partnership with SMB managers in the Palm Beach market
- Held the #1 district in the company with Wired Home services FY 2010 & 2011
- Summit Winning District for being top 1% to performance goal 2009 & 2010
- Promoted 7 Assistant Store Managers and 9 Store managers in 3 years

Circuit City | Boca Raton, FL

Retail Store Director 04/2002 – 04/2008

- Responsible for leading and directing 5 department managers and 40 hourly associates
- Lead the Generation C trial through new employee engagement
- Held all management positions from department manager, operations manager to store director
- Implemented new FireDog install and computer team for the south Florida market
- Directed top store in South Florida with a \$60M P&L
- Top Store Director in South East Region 2007

EDUCATION

Atlantic Community High School

2002 International Baccalaureate Diploma

- 3.9 GPA at Graduation

Florida Atlantic University

2005 Bachelor of Science

- 3.8 GPA at Graduation
- Electrical Engineering Major