

**RESUME OF  
STEVEN L. LOVELACE  
335 PARK MANOR LANE  
COLLIERVILLE, TN. 38017  
901-734-9584**

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- **PROFILE**

- CPA with over 25 years of experience in accounting, individual income tax, Six Sigma Quality, operations management and sales seeking an employment opportunity in public accounting with potential for advancement, partnership or practice ownership.

- **EDUCATION AND TRAINING**

- BBA University of Memphis – Accounting and Marketing
- Six Sigma Quality Improvement Process – 2 Years
- Socratic Sales, Negotiations and Presentation

- **CERTIFICATIONS**

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- Certified Public Accountant - State of Tennessee
- Black Belt – Six Sigma Business Process Management

- **EXPERIENCE**

- May 2007 – Present – Regional Account Executive – Penske Truck Leasing. Responsible for contract sales development and customer relations for Specialized Equipment Services department for Central Region covering all or parts of nine states and working with 7 local sales representatives.
- June 2005 – May 2007 - Black Belt – Penske Truck Leasing. Worked with Corporate Sales Department utilizing Six Sigma Quality Tools in performing statistical analysis of business sales processes, measuring results, and determining solutions for improvement. Implemented changes and measured new results. Worked with Senior Management on special projects.

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- JANUARY 1995-June 2005 - Branch Manager - Penske Truck Leasing. Responsible for operations, administration, sales and customer relations for four branches located in Northeast Mississippi with total annual revenues exceeding \$12,000,000 and 37 employees (7 management).
  - NOVEMBER 1988-DECEMBER 1994 - Branch Manager - Penske Truck Leasing. Responsible for operations, administration, sales and customer relations for five branches located in West Tennessee and Northeast Mississippi with total annual revenues exceeding \$9,000,000 and 28 employees (7 management).
  - JULY 1984-NOVEMBER 1988 District Controller - Penske Truck Leasing Responsible for accounting, finance, administration, personnel, and computer operations for 14 profit centers with revenues exceeding \$18,000,000, 14 direct reports and 78 total employees
  - February 1974-July 1975 Tax Auditor – Internal Revenue Service

Responsible for auditing personal and small business federal income tax returns.

- **QUALIFICATIONS**

- Certified Public Accountant
- Black Belt - BPMS
- Excellent Communication Skills
- Excellent Presentation Skills
- Well Developed Negotiation Ability
- Superior Computer Skills
- Success Selling and Managing Large Accounts

- **QUALITIES**

- **PROFESSIONAL**

- Honesty
- Integrity
- Self Direction
- Self Motivation
- Dedication
- Determination to Succeed
- Customer Focused

- **PERSONAL**

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- Happily Married
  - Well Rounded Social Life
  - Enjoy Involvement in the Community
  - Excellent Health

- **REFERENCES**

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- Available upon request

- **SALARY HISTORY**

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- Available upon request