

**Print**

**Charter Review Committee Interest Form - Submission #20548**

**Date Submitted: 2/2/2023**

**Last Name\***

Manning

**First Name\***

Abeo

**District # You Live In.\***

Driftwood

**Home Address\***

7181 Raleigh Street

**City\***

Hollywood

**State\***

FL

**Zip Code\***

33024

**Home Phone**

**Cell Phone**

3057811290

**Email Address\***

abeo.manning@yahoo.com

**Owner or Renter \***

Owner

**Number of years as city resident\***

12

**Are you registered to vote in Broward County? \***

Yes

**Education (highest degree / level)**

Bachelor's

**Occupation\***

**Work Phone**

Client Strategy Manager

**Business Name\***

Enterprise Fleet Management

**Business Address**

5105 Johnson Road

**City**

Coconut Creek

**State**

FL

**Zip Code**

33073

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**How many elections have you voted in and when was the last time you voted?\***

I vote in every election.

**How many City Commission or board meetings have you attended in the last 2 years? Please list:\***

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**Why do you wish to serve as a member of the Charter Review Committee?\***

As a long time Hollywood resident I think it would be a great opportunity to serve the city and represent the Driftwood community.

**If appointed, what specific contribution(s) will you bring to the Charter Review Committee?\***

I come with an open mind. I am also skilled at strategy, problem solving, coordinating interdepartmentally to facilitate cohesive action, setting targets, and making forecasts.

**Have you had any previous experience with a Charter review process?\***

No

**Please describe your qualifications as an applicant including your professional and/or volunteer experience or background.\***

See resume attached

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**Do you currently serve on any City or County boards or committees? Please list.\***

No

**Have you ever served on any City or County advisory boards? Please list.\***

I was a member of the Driftwood Civic Association but am not active at the moment.

**List community / civic service involvement.\***

NFBPA member - corporate advisory board. back to school giveaway - Miramar, the Pink Walk for Breast Cancer - Miami, Virginia Key Beach Cleanup, His House Charity - Christmas decorating for Children, Feeding South Florida - Pembroke Park.

**Attach Resume (only .doc and .pdf files)\***

resume updated.docx

# ABEO MANNING

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## Contact



(305) 781 1290



Abeo.manning@yahoo.com



Hollywood, FL



linkedin.com/in/abeomanning/

## Education

BACHELOR OF ARTS IN  
INTERNATIONAL  
RELATIONS

Florida International University  
2013

## Profile

Accomplished management professional with 16 years of experience. Well-versed in business management finance, sales, and boosting company morale. Proficient at managing and monitoring workflow processes, coordinating interdepartmentally to facilitate cohesive action, setting targets, and making forecasts. Offer valid and comprehensive support to business lines through an unsurmountable level of integrity supported by a flawless record of maintaining confidentiality. Demonstrate success rapidly through building rapport with customers and employees with a unique talent for leading team

## Experience

### CLIENT STRATEGY MANAGER

ENTERPRISE HOLDINGS – FLEET MANAGEMENT | 2022 - CURRENT

- Proactively participates in all account oversights to ensure 100% customer satisfaction.
- Establishes essential relationships to ensure leads, future business, and maximum productivity.
- Collaborate with the area manager to develop retention and new business marketing plans.
- Maintains sales profits in the ever-growing market, as well as develop and continuously monitor key performance metrics to maintain competitive market positioning with a customer service rating of 4 points above corporate average.

### BRANCH MANAGER

ENTERPRISE HOLDINGS | 2016 - 2021

- Leads internal training in decision making, sales, and customer service to promote positive employee development resulting in 12 promotions, thus Improving employee retention by 20%.
- Increased profitability through sales, forecasting, and negotiation as well as decreased expenses by managing a fleet of \$250 vehicles worth \$4,000,000.
- Created marketing strategies to expand existing customer sales, resulting in a 125% increase in annual sales by closing a dealership account worth in \$150k in business annually.
- Manage a team of 20 part time and full-time employees while guaranteeing 100% compliance with established company standards and regulations.
- Coached and developed branch staff by offering constructive feedback and encouraging lower-performing employees in the company, raising overall performance by 28%.

# Skills

Microsoft Office Suite

Quickbooks

Negotiation

Cost Reduction

Client Relations

Leadership

Team Building

Relationship Building

Retention Management

Training Facilitation

HR Employee Relations

Reporting

Analysis

Leading Initiatives

Employee Engagement

## ASSISTANT BRANCH MANAGER

*ENTERPRISE HOLDINGS | 2015 - 2016*

- Implemented and managed a tri brand return lane system, processing up to 2300 returns per day.
- Monitored branch performance by performing daily audits and reviewing daily reporting, with 100% accuracy and accountability.
- Trained and supervised management, comprising of 15+ trainees in order to drive performance in four core areas of the business.
- Oversaw daily airport operations for National, Alamo, and Enterprise brands with a peak season fleet of 12,000 cars.
- Exceeded company expectations, through personal and professional goal-setting and long-range planning, thus Increasing operating profit by 36% over previous year..
- Implemented daily coaching meetings that enhanced staff morale and fostered team building, raising overall performance by 28%.
- Proactively participated in all account oversights to ensure 100% customer satisfaction.
- Identified appropriate products for clients resulting in a 98% customer satisfaction rating.

## Volunteer & Organizations

### CORPORATE ADVISORY BOARD

*NATIONAL FORUM FOR BLACK PUBLIC ADMINISTRATORS | 2022-PRESENT*

### MEMBER

*HOWARD UNIVERSITY ALUMNI ASSOCIATION | 2022-PRESENT*

### CHAMBER AMBASSADOR

*GREATER HOLLYWOOD CHAMBER OF COMMERCE | 2012 – 2013*

### MEMBER

*DRIFTWOOD CIVIC ASSOCIATION | 2011 – 2014*