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Cell 615-584-3118, Home 615-595-9562
showone@bellsouth.net



Melanie Eifling, P.R.I.

I seek a contract ring staff position with a top auction firm, preferably with international exposure.

Experience

Bill Colson Auction and Realty, Co. Inc., Nashville, TN Auctioneer / Realtor / Ringman: 2006 – present

- Serve the company as a licensed TN Real Estate agent and Auctioneer.
- List and sell properties, call bids and ring: real estate, automobile, and personal property in weekly sales.
- Write contracts, initiate advertising, handle closings, and negotiate with customers.
- Assist and manage other auction professionals.
- Operate MLS system. Catalog and photograph internet sales.

Auto Auctions, Inc, Nashville, TN

Auctioneer/Ringman: 2006-present

- Manage and acquire consignments.
- Call bids, and work the ring.
- Answer bidder questions and address customer concerns. The bidding audience including: amateur, novice, and professional bidders.
- Experience with: fleet, donation, contract, public, repossessed, and classic cars.

Nashville West Auctioneers, Fairview, TN / Franklin, TN

Co-Owner / Auctioneer / Ringman / Booking Agent 2006 - present

- Started the company as a family owned full scale equipment auction and sales facility.
- Evaluated, booked, cataloged, and staged: heavy equipment. Farm equipment and commercial trucks for auction sale and consignment.
- Established, organized, and maintained an internet catalogue of all auction consignments in an online menu – giving our sale international exposure.

Tony Neill Auctions, Savannah, TN / Shelbyville, TN

Apprentice Auctioneer: 2005 – 2006

Auctioneer / Ringman: 2005 – present

- Assist with all phases of auction promotion, preparation, closing, advertising, and production.
- Book consignments and catalog sale entries.
- Call bids, work the ring, act as clerk and cashier.

Show One Inc., Shelbyville, TN / Eddyville, KY / Conroe, TX / Arab, AL

Owner / Trainer / Manager: 1990 – 2005

- Operated a horse care facility specializing in Tennessee Walking Horses, Spotted Saddle Horses, and Racking Horses.
- Offered: training, breeding, sales, sale ring preparation, auction presentation, showing, trading, and promotion.
- A training record of 25 World Championships and 23 Reserve World Championships.

- Promoted top quality horses to an international market; consistently earned international awards and recognition. Conducted clinics and training seminars.
- Initiated and closed sales of top registered horses for all phases of the horse market. Maintain the International Championship Auction record for the highest recorded hammer price of a yearling.

Order, Inc., Arab, AL

President / Owner / Operator: 1993-2000

- Operated a finish construction corporation specializing in construction cleaning, closet shelving, and construction hardware installation.
- Founded the company as a sole proprietorship. Served a customer base of federal, commercial, and private clients.
- Contracted and bid jobs with local and national firms. Formatted bids, managed government contracts, implemented scheduling, met and managed deadlines.
- Managed and supervised employees' training, work standards, and production. Supervised and managed accounting and financial controls.
- Produced and implemented training video and text to better serve customer and staff sales meetings, seminars, and presentations.

Tyson Foods, Inc., Snead, AL

Grower Communication Specialist: 1990 – 1993

- Initiated a contemporary management plan; proven in Japan's Auto Industry, "*Total Quality Management, and the Deming Management Method.*"

Arkansas State Plant Board, Little Rock, AR

FDA Medicated Feed Mill Inspector: 1990

EPA Hazardous Material Investigator: 1989

State Grain Warehouse Auditor: 1988

Honors

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TN State Auctioneer Champion 2007

Reserve, TN State Rookie Auctioneer Champion 2006

Top 20 National Rookie Real Estate Agents, RIS Media 2007

National Auctioneers' Association Member

Tennessee Auctioneers' Association Member

Education

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Professional Ringmen's Institute, 2008, Designation of PRI

T.R.E.E.S. Real Estate School, 2005 TN License # 00301540

Nashville Auction School, 2004 TN License # 5883

University of Arkansas School of Law, 1986-1987

University of Arkansas, B.S. Agriculture – Animal Science 1985

University of Arkansas, B.S. Agriculture – Business 1985

References

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Billy Morgan, Manager of Horse Sales LP, Murfreesboro, TN 615-631-3819

Bobby Colson, TN Auction Commissioner & VP Colson Auctions Nashville, TN 615-292-6619

Tony Neill, Principal Auctioneer T. Neill Auctions, Savannah, TN 731-926-3133

Brian Rigby, Founder and Director of PRI, Springfield, MO 417-849-1167