

STATE OF OHIO

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Executive Department

OFFICE OF THE GOVERNOR

Columbus

I, Mike DeWine, Governor of the State of Ohio, do hereby appoint Roy D. Sensabaugh, Jr., Independent, from Columbus, Franklin County, Ohio, as a Member of the Motor Vehicle Dealers Board for a new term beginning January 29, 2020 and ending at the close of business October 4, 2022, replacing Roy D. Sensabaugh, Jr., whose term expired.



IN WITNESS WHEREOF, I have hereunto subscribed my name and caused the Great Seal of the State of Ohio to be affixed, at Columbus, this 29th day of January in the year of our Lord, Two Thousand and Twenty.

A handwritten signature in cursive script that reads "Mike DeWine".

Mike DeWine
Governor

Roy D. Sensabaugh Jr.

2026 Walnut Hill Park Drive, Columbus, Ohio 43232
(614) 755-9095 home, (614) 361-9580 cell

HIGHLIGHTS OF QUALIFICATIONS

30 years sales experience.
Committed to Outstanding Customer Service

PROFESSIONAL EXPERIENCE

SALES / SALES MANAGEMENT

Sales Representative (Sept 2013 – Current)

Sales Management

- *Responsible for working with both sales team and customers to achieve the common goal of closing the sale. (Sept 2013 - Current)

Finance and Insurance Department Manager

Ran Finance and Insurance office for new Cars

Inbound Sales – Time Warner Cable, Columbus, Ohio (January 2013 – Sept 2013)

- Generated revenue by qualifying and closing sales
- Job responsibilities demand familiarity with numerous guidelines and campaigns
- Confer with clients to ascertain their home needs and desires for entertainment

Retention Department– Time Warner Cable, Columbus, Ohio (January 2011 – January 2013)

- General revenue by qualifying and closing sales
- Job responsibilities demand familiarity with numerous guidelines and campaigns
- Confer with clients to ascertain available monthly expenses used for getting the services they need and desire
- Confer with clients who were upset and frustrated, but able to listen and save as clients

Inbound Sales – Time Warner Cable, Columbus, Ohio (July 2009 – January 2011)

- Generated revenue by qualifying and closing sales
- Job responsibilities demand familiarity with numerous guidelines and campaigns
- Confer with clients to ascertain their home needs and desires for entertainment

Agent -Bankers Life And Casualty Company, Columbus, Ohio

Mortgage Business (2005 – 2009)

Licensed Mortgage Loan Officer - Red Brick Mortgage, Columbus, Ohio

- Generated revenue by qualifying, originating, and closing home loans
- Job responsibilities demand familiarity with numerous loan products and underwriting guidelines from dozens of banks and wholesale lenders
- Confer with clients to ascertain available monthly income after living expenses to meet credit obligations
- Helps client to establish payment priorities to reduce client's debt by focusing on liquidating high-interest, short-term loans or contracts first
- May counsel client on personal and family financial problems, such as highlighting behaviors that lead to excessive spending and borrowing of funds

Automobile Business (1983 - 2005)

Automobile Sales (8 years)

- * Top producer with strong sales skills.
- * At or near 'Top of the Board' every month.

Sales Management (6 years)

- * Responsible for working with both sales team and customers to achieve the common goal of 'closing the sale.'

Finance and Insurance Department Manager (8 years)

- * Ran Finance & Insurance offices at two local automobile dealerships.
- * In a customer-focused environment, generated income via banking and insurance services, and the sales of warranties and other products.
- * Worked with lending institutions and customers for loan approvals.
- * Responsible for error-free contracts and title work.

EDUCATION

AFIB Certified National and State of Ohio, Notary Columbus Bar Association

Insurance License Training – Morton Learning Center, Worthington, Ohio

University of Tennessee (2 years - Pre-physical Therapy)

Tennessee High School - Bristol, Tennessee

GOVERNOR'S APPOINTMENTS TO BOARDS AND COMMISSIONS

Date: 1/29/2020

Name of Appointee: Mr. Roy D. Sensabaugh, Jr.
Address: 2026 Walnut Hill Park Dr.
Columbus, OH 43232
Franklin County
(H) - 6147559095
(W) - 6148645250
(M) -

Name of Commission: Motor Vehicle Dealers Board
Contact: Cari Maines
Ohio Department of Public Safety
Office of the Director
1970 West Broad Street
Columbus, OH 43223
(614) 728-2718

Term Begins: 10/5/2019
Term Ends: 10/4/2022
Party Affiliation: Independent
Senate Confirmation: Appointed by the Governor, confirmed by the Senate
Financial Disclosure: Public disclosure required
Vice: Roy D. Sensabaugh, Jr.