

Auto/Mate's HR Director Tackles Sales Turnover and Workplace Culture in DrivingSales Executive Summit

ALBANY, NY, UNITED STATES, October 9, 2017 /EINPresswire.com/ -- Auto/Mate Dealership Systems

(<http://www.automate.com>) Director of Human Resources, David Druzynski, will present at the upcoming DrivingSales Executive Summit in Las Vegas, NV. In his session titled "[Squash Sales Turnover by Focusing on Workplace Culture](#),"

Druzynski will tackle one of the biggest issues that auto dealerships deal with on a regular basis.



"Employee turnover rates in auto dealerships continue to be a problem for several reasons," Druzynski said. "Many dealers still hire people based on a decent resume, a single interview and a gut feeling. It's important to establish a recruiting and hiring process that ensures you're getting the best candidates."

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David Druzynski, Director of Human Resources, Auto/Mate

In his breakout session, Druzynski will share tips on how to leverage your dealership's culture to proactively attract a better pool of job applicants, and how to establish a true hiring process that ensures new hires are a good culture fit with your organization.

Additionally, Druzynski will give advice on putting together compensation plans that appeal to today's workforce.

"Commission-only pay plans are not attractive to recent college grads who face record levels of student loan debt. While they need a steady income to help pay off debt, money

is not the primary motivator for millennials. Dealers will learn new ways to attract and retain fresh, career-minded candidates into their dealerships."

Finally, Druzynski will address the importance of workplace culture in employee retention. In addition to showing how Auto/Mate evolved from a company struggling with employee turnover to become the No. 1 ranked mid-sized Top Workplace in New York's Capital Region, he'll present case study profiles of several dealerships that ranked highly in the Automotive News "Best Dealerships to Work For" awards list. He'll discuss innovative strategies that dealers are using to attract and retain the best employees, including pay plans, workplace culture initiatives and management approaches.

Druzynski is a member of Auto/Mate's senior management team and oversees strategic HR planning, talent management, employee engagement, leadership development, compensation and legal and regulatory compliance. He has earned the prestigious distinction as a Senior Professional in Human

Resources (SPHR) and has been certified by the Society of Human Resource Management (SHRM-SCP).

Druzynski's passion for company culture has helped Auto/Mate become a "Top Workplace" in New York's Capital region for the last six years, and win a "Best Places to Work" award seven years in a row. Druzynski is on the Board of Trustees for the Make-A-Wish Foundation in Northeast New York, and is an accomplished Ironman triathlete.

Druzynski is scheduled to speak on Monday, Oct 23 at 10 a.m. The DrivingSales Executive Summit runs from October 22-24 at the Bellagio in Las Vegas, NV. Register at <http://www.drivingsales.com/dses/registration> and use the promo code AUTOMATE to receive \$100 of your registration.

For more information, visit www.automate.com or call 877-829-7020.

[About Auto/Mate](#)

Auto/Mate Dealership Systems is a leading provider of dealership management system (DMS) software to retail automotive dealerships, typically saving dealers thousands of dollars per month from their current provider. Our Automotive Management Productivity Suite (AMPS) is a user-friendly, feature-rich DMS in use by more than 1,350 auto dealers nationwide. Auto/Mate has received DrivingSales Dealer Satisfaction Awards every year from 2012-2016.

Auto/Mate's employees have more than 1,200 years of combined experience working in franchised auto dealerships, the foundation of its Designed By Car People For Car People™ slogan. Auto/Mate is committed to winning its customers' business each and every month with no long-term contracts and free software upgrades. For more information follow us on Twitter @AutoMateDMS and subscribe to our blog at www.automate.com/blog.

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