

In a male dominated industry, Magnussen's Toyota Dealership of Palo Alto is definitely going against the grain. The owner of this dealership is female, along with the GM Shelly Magpuri and several of the managers. It's great to hear that women are having a chance to climb the ladder at this Bay Area company and Shelly explained what it's like at the helm.

## Magnussen's TOYOTA PALO ALTO

Before we get into Shelly Magpuri's experience as a General Manager, let's go back in time to when it all started. She began working in the automotive industry at the young age of 18, at an auto brokerage. Later, she moved into accounting within dealerships and fell in love with the industry. She continued to grow with it and made it a lifelong career. Just three years ago Shelly decided to go into the sales department and now oversees 90+ employees along with the key managers.



Being a General Manager sounds like it's a snap for Shelly. She says, "As long as you love what you're doing, it is easy." You have to give her credit. She has put a lot of time and effort into learning the ups and downs of the business. With time and hard work under her belt, she is well deserving of the position. As for what she has learned from this job, "It is forever changing and you have to change with it," she says.

Luckily, drastic changes didn't happen at the dealership during the current pandemic. A good portion of the department did have to shut down, which was tough, but they were able to get through it. The only employees that left the business were of their own accord. Now the dealership is on the other side of things and Shelly seems optimistic about the future.

Looking ahead, Shelly Magpuri sees lots of possibilities. The dealership growing, offices relocating, and business expanding are just a few of the things to come. She happily states, "There is nowhere to go but up!"

THANKS