

Bart Browning

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Executive Summary

Accomplished Executive with a 23-year career in the automotive dealership industry. Combines expert qualifications in sales, marketing, business development and customer relationship management with equally strong operating unit and P&L management qualifications. Extensive experience in leading start-up companies from scratch to profitability, recruiting and leading high-performing management teams. Proven ability to exploit technology to enhance revenue base, cut costs and bridge communication gaps. Strong vision and proven skill at achieving ambitious goals. Aspires to excellence in every endeavor.

Experience

Durham Automobiles

New York New York

Chief Executive Officer

2008 to Present

- Deliver strong operating and financial gains within highly competitive markets. Track record of recruiting exceptional start-up management teams to ensure strong profitability for the investors.
- Met the challenge of launching multiple start-up operations, originating productive and revenue-driving management teams over relatively short periods of time.
- Built Acura / Hyundai / Suzuki dealerships from the ground up. At Acura, catapulted sales from zero to 100 cars / month across a 90-day time frame. At Hyundai, boasted 150 car sales / month after only 90 days in operation.
- Drove net profits from \$300,000 to \$1.3 million during first year, capturing total sales of \$72million for start-up auto operation.
- Recruited profit-producing management team for start-up dealership. Same management team is still entirely in place. (Brown's Auto Mall of Atlanta)
- Outdistanced colleagues in nationwide performance (sales, customer service and operations).
- Named Leader of the year (Top 150 of 4,900 U.S. Chevy Dealers), 2005.
- Earned the Highest Levels of Customer Satisfaction (C.S.I.) among 31 marketwide Chevy Dealers.
- Drove sales, profits and cost-containment efforts that mirrored strengths in P&L management.
- Earned 100% of objective, month over month, 2002 to present.
- Vaulted sales approximately 40% after innovating / implementing a volume-based sales incentive program spurring a focus on monthly sales, 2003. Captured double-digit profit improvements after establishing a commercial

department that introduced business-to-business sales.

- Cut \$190,000 / year in spending (by eliminating two management positions) and increased sales volume and effectiveness after installing new technology.

Gregory Chevorlet

New York, New York

Vice President

2005 to 2008

- Full P&L responsibility across a \$75 million, 72,000 sq. ft. dealership operation with 145 employees (office, body shop, parts, service and sales departments). Direct Genuine's operational strategies and oversee the day- to-day employee, sales, service and customer relationship management initiatives
- Scope of diverse accountability includes managing five dealerships (including a total of 34 managers), analyzing monthly P&L (via financial statements and balance sheets), leading, motivating and building employee teams, and developing meaningful relationships with manufacturers and their financing divisions
- Recognized by Chevrolet: Top 150 of 4,900 dealers, nationwide
- Recognized by Acura: Top 25 dealers, nationwide (Care Award)
- Spearheaded three start-up operations during tenure (Acura, Hyundai and Suzuki), performing all the start-up operation / staffing functions, accomplishing full-scale operation / consistent revenue streams
- Employed a commercial department composed of outside sales professionals selling the product business to business and improving net profit 18% per month
- Deployed ADP technology that curbed expenses nearly \$190,000 / year, increased sales volume / effectiveness and created a real-time communication channel among managers
- Pinpointed and derailed an employee's deceptive practices, saving \$525,000 / year
- Incentivized sales team via an inventive pay plan, spurring double-digit sales growth
- Maintained consistently positive performance record in regard to Chevrolet's financial objectives
- Earned an exceptionally high employee retention rate with an average employee staying 10+ years

Gregory Chevorlet

New York, New York

General Manager

2002 to 2005

- Tapped to assemble a management team for start-up operations involving three franchises (Honda, Mazda and Nissan) and two large used car lots.
- Successfully created an effective, cohesive management team / operation that drove \$2.5 million in first-year revenues

Education

State University of Georgia

Atlanta Georgia

Bachelors in Business Administration

1996

State University of Georgia

Atlanta Georgia

Masters in Business Administration

1998

References: Available upon request