ADVISORY BOARD MEMBER



Steve is a proven leader, with decades of automotive excellence experience with major manufactures, including Ford and Lincoln. Strategic Development – Performance Management – Outside Sales

- Executive Management Experience brings a proven track record of solid leadership skills and the ability to manage a team during my career, listening to others and collaborating with senior leadership teams.
- Market Intelligence leverages sector knowledge and consultative selling techniques to deliver effective sales management practices and meet company sales goals
- Strategic Direction employs data-driven techniques and solid presentation skills, translating quantitative metrics into qualitative results to influence decision making, drive sales growth, and promote best practices
- Talent Management Skills ensures strategic performance management of employees, with ability to mentor others, develop high-performing teams, and implement compelling retention strategies
- Ability to Collaborate able to build relationships and coordinate with others, influencing outcomes

TALENT MANAGEMENT STRATEGIC MARKETING AND SALES BUSINESS RULES EXECUTION

LEADERSHIP DEVELOPMENT ADVERTISING PRODUCTS COMMUNICATION

SUCCESSION PLANNING MARKET INTELLIGENCE BUSINESS PLANS WRITING

STRATEGIC WORKFORCE PLANNING SALES OPERATIONS STRATEGIC DIRECTION & POSITIONING TALENT DEVELOPMENT PRODUCT STRATEGY ANALYTICS

TOOLS

Founder, success 360