

JOHN W. JAMES III

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SENIOR SALES & BUSINESS DEVELOPMENT EXECUTIVE

Strategic thinker able to implement sales, marketing, and business initiatives to support corporate objectives. Strong ability to identify, establish, and maintain strategic partnerships to generate significant business opportunities. Top-performing sales professional with entrepreneurial vision and proven leadership ability to drive business growth through sales initiatives that deliver revenue growth, market share, and market penetration.

Influential leader with sincere commitment to people development. Cultivate talent and cohesive, positively focused teams. Creative strategist skilled in generating visionary direction to drive achievement of account management, new business development and market penetration.

Areas of Expertise

Consulting, Executive Relationship Management, Strategic Planning & Vision, Business Development, Team Leadership & Motivation, Staff Training & Development

PROFESSIONAL EXPERIENCE

AUTOMOTIVE CONSULTANT ASSOCIATION, LLC. – Clarkston, MI	2005 to Present
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Connecting automotive consultants with training organizations and automotive retail product and service opportunities.

Founder & Managing Partner

Fulfilled vision and have grown business from ground up. Act as liaison between automotive trainers and consultants to position trainers for opportunities to represent and distribute products. Positioned, packaged and sold products from various companies to automotive retail dealerships via established consultant network.

- Changing the way marketing organizations recruit automotive consultants.
- Facilitated the filling of more than 100 positions in 2011.
- Launched three new products into automotive retail environment.

ASCEND CONSULTING, LLC. – Clarkston, MI	2007 to Present
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Connecting automotive consultants with training organizations and automotive retail product and service opportunities.

Owner

Established to support network of marketing firms seeking marketing and sales expertise. Most consulting engagements focus on new product positioning, packaging and developing sales process. Services have also included stand-up training and organization process improvement and facilitation.

- Successfully launched 6 new products focused on the automotive retail environment.
- Provided development and facilitation skills for GM MEO Customer Service program.
- Helping to launch prepaid debit card company focused on supporting community banks and financial literacy.

SPRINGBOK SERVICES – Englewood, CO	2007 to 2010
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Designer, producer, and service provider for prepaid card programs.

Enterprise Sales Executive

Guided organization through reorientation of their product from a commodity-based strategy to value-based sale. Leveraged entrepreneurial experience to work independently to become top performing sales executive with 2.5 years.

- Generated more than \$6M in revenue in 2010.
- Brought five major Fortune 100 companies and established reseller agreements.
- Developed and implemented Prepaid Enterprise Platform to enhance products appeal and usage (PEP).

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EDCOR DATA SERVICES - Pontiac, MI

2002 to 2005

Tuition benefits outsourcing, learning management systems and consulting company.

General Manager

Successfully ran the Automotive Division which managed and executed the web-based retail training for five OEM's.

- Outsold three person sales time by 300% while simultaneously administering five accounts and 20 employees as General Manager.
- Grew division from one account to five within three years.

AON CORPORATION- Troy, MI

1995 to 2002

Provider of risk management, insurance, and claims consulting.

Vice President

Ran division with 125 employees generating \$12M in annual revenue. Conducted outsourcing activities as well as recruiting, screening, and hiring for entire workforce across North America.

- Installed and coached MBA student for aged receivables project; achieved successful collection of 75%.
- Turned around operation from \$700K underwater to \$1.5M business.
- Retooled pay structure from time cards to task-based structure.
- Streamlined billable hours from outside consultants.

J.D. POWER & ASSOCIATES- Troy, MI

1988 to 1993

A marketing research and consulting company

Project Director

Primary contact for the Chrysler and VW accounts and help start the Detroit office and grew it from two to 24 employees in three years.

- Increased account penetration in two major OEM accounts by over 400% in 3 years.
- Created multiple products such as Supplier Studies and the Escaped Shopper Study.
- Established high level OEM relationships.

PROFESSIONAL PROFILE

Education

Bachelor of Arts in Communication & Advertising - Pepperdine University - Malibu, CA