

# STUART LANDSVERK

Results-Driven CEO | Automotive Operations Expert | Strategic Vision | P&L Leadership

+14808332277 Slandsverk@cox.net linkedin.com/in/sjlandsverk Gilbert, AZ 85296

## EXPERIENCE

### CEO/Dealer Principal

#### Arizona Car Sales

01/2006 - 01/2008 Mesa, AZ

- Founded and scaled multi-rooftop used vehicle dealership group and captive finance operation from startup to \$30M+ annual revenue and \$10M+ in-house loan portfolio while maintaining 10%+ net-to-gross profitability in variable operations and 25% in fixed operations through COVID-19.
- Secured \$15M in credit facilities by establishing institutional-grade underwriting standards and trust-based banking relationships, increasing dealership net worth 300% through debt reduction and floor plan optimization.
- Led daily operational discipline including aged inventory walks, vAuto pricing reviews, reconditioning acceleration, and competitive website checks, consistently achieving <60-day inventory turns and maximized gross profit.
- Directed 50+ employee team and 6 direct reports; implemented daily Save-a-Deal meetings, CRM power-user routines, and team motivation protocols that sustained high performance and customer satisfaction.
- Led digital transformations (e-commerce, AI engagement, social media) boosting leads, conversions, and brand visibility. Achieved Car Gurus Top-Rated Dealer Award twice.
- Ensured 100% compliance with TILA, Fair Lending, Red Flags Rule, and state regulations across prime, non-prime, and subprime lending activities with zero major violations.

### General Manager

#### Cardinale Automotive Group

2005 - 2006 Mesa, AZ

- Directed new market entry and dealership launch with \$8M+ inventory and \$2M annual marketing budget
- Achieved #1 Mazda new vehicle sales volume ranking in Arizona within 3 months
- Improved CSI metrics

### General Manager/Director of Special Finance Operations

#### Russ Darrow Group

2000 - 2004 Milwaukee, WI

- Led 200+ team members across 6 locations and 10 franchises (Ford, Honda, Nissan, Chrysler); increased annual sales volume 300% and unit sales growth 100%+ year-over-year through targeted sales strategies and team development
- Elevated regional CSI scores from 82 to 97 (#1 in region) and achieved Mazda "Elite" volume status by implementing comprehensive customer service training and daily performance coaching
- Oversaw special finance underwriting, compliance, and portfolio management across 10 franchises, optimizing risk-adjusted returns and supporting aggressive sales growth

## SUMMARY

Professional Summary Results-oriented automotive operations and finance executive with 30+ years of proven leadership in launching startups, executing rapid turnarounds, and scaling multi-rooftop dealership groups to \$30M+ annual revenue while delivering consistent double-digit profitability through economic disruptions (2008 financial crisis and COVID-19). Certified Master Dealer (CMD) who drove #1 market rankings, built \$10M+ loan portfolios, secured \$15M credit lines, and optimized customer satisfaction and operational efficiency. Seeking senior executive roles (CEO, COO, VP Operations, General Manager) where strategic vision, P&L accountability, team leadership, and process optimization deliver measurable impact.

## KEY ACHIEVEMENTS



### Revenue Milestones

Scaled dealership group to \$30M annual revenue with 10% profitability in operations.



### Financial Strategy Success

Secured \$15M credit facilities, boosting dealership net worth by 300%.



### Sales Leadership

Achieved #1 Mazda sales volume in the Midwest and Southwest U.S. within 3 months of market entry.



### Customer Satisfaction Improvement

Elevated regional CSI scores from 82 to 97, earning #1 in region.

## TRAINING / COURSES

### Commissioned Notary Public & Certified Notary Signing Agent

National Notary Association

### Insurance Producer's License

State of Arizona

## LANGUAGES

English

Native



## EXPERIENCE

### Advisory & Board Leadership

#### Gerson Lehrman Group (GLG)

📅 2019 - 2025    📍 New York, United States

- Strategic Advisor - Gerson Lehrman Group (GLG), Alpha Sights, Tegus, Guidepoint, Coleman Research
- Delivered expert advisory on automotive operations, finance strategies, credit underwriting, and M&A to institutional investors and Fortune 500 clients
- Expert Litigation Witness
- Provided specialized testimony on dealership operations, F&I practices, vehicle valuation, diminished value, and finance disputes in legal proceedings
- Chair, Board of Directors - CMD Master Dealer Group / NIADA Dealer 20 Group

### Used Vehicle Sales Manager/Finance Director

#### Sunrise Chevrolet

📅 1999    📍 Glendale Heights, IL

- Transformed department from \$250K monthly loss to \$70K monthly profit within 6 months
- Restructured operations
- Optimized inventory turns
- Enhanced subprime financing processes

### Sales Manager/Finance Manager

#### Clifford Chrysler Jeep

📅 01/1997 - 12/1998    📍 Buffalo Grove, IL

- Doubled unit sales volume and increased monthly gross profit 200% by refining sales strategies, F&I menu presentation, and deal desking processes

### Regional Marketing Manager

#### AmeriCredit Financial Services

📅 01/1995 - 12/1996    📍 Fort Worth, TX

- Launched 4 new sales branches across 2 states and built dealer network from zero; scaled loan originations from \$2M to \$10M+ annually through targeted recruitment, training, and relationship management
- Managed \$25M P&L and 50+ employee team at Illinois' largest used car dealership; increased company net worth 300% in 18 months by retiring floor plan debt and streamlining operations

## EDUCATION

### Bachelor of Science, Management

#### Northern Illinois University

📍 DeKalb, IL, United States

### Associate of Arts, Business

#### College of Lake County

📍 Grayslake, IL, United States

### Certified Master Dealer (CMD)

#### Northwood University

📍 Arlington, Texas, United States

## SKILLS

### Automotive Dealer Operations

### P&L Leadership

### Auto Finance Industry Expert

### Strategic Planning & Execution

### Startups & Business Turnarounds

### Multi-Location Operations

### Team Leadership & Motivation

### Entrepreneurship

### Business Growth

### Inventory Management

### F&I Optimization & Consumer Lending

### Compliance (TILA, Fair Lending, Red Flags Rule)

### AI Digital Transformation & E-Commerce

### SEO

### SEM

### CSI & Customer Experience Improvement

### Banking & Investor Relations

### CRM & DMS Expertise

### Digital Transformation

### Marketing

### Vendor & Process Optimization