

STUART LANDSVERK

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

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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
