

Performance Management

Dealers who choose Cox Automotive's exclusive retailing solution, Deal Central, get the support of a performance manager, an advisor with years of real-world automotive retail experience who fully understands how to overcome common dealership issues and collaborate to help your dealership to capitalize on Deal Central.

What to Expect:

Your Performance Manager will help your dealership adopt the right mindset and evaluate your processes as well as get your teams' buy-in to set you up for success.

They will be a true partner and consult with you sharing best practices to ensure you're getting the most of your solution.

Key Benefits:

- Provide strategies on how to make more timely and profitable decisions with the data insights being served directly into your retail workflow
- Show you the "do"s and the "don't"s and some of the winning formulas that have worked for other dealers
- Prescribe methods to increase opportunities, maximize efficiency, and close more deals throughout the retail sales process
- Guide you on how to adapt your in-store processes so your team can capitalize on every sales opportunity
- Hold your team accountable so you can convert more deals and increase profits

