

**Mark O'Neil**

Executive Vice President & Chief Operating Officer

Mark O'Neil is Chief Operating Officer of Cox Automotive, a global automotive services and software company whose vision is to transform the way the world buys, sells and owns cars. Mark's leadership spans the company's four operating business segments with combined revenue of \$7 billion. This includes brands such as Autotrader, Dealer.com, Dealertrack, Kelley Blue Book, Manheim, NextGear Capital, vAuto and Xtime.

Mark is an auto industry veteran, having never lost touch with the phone calls and handshakes that drove the business of Ertley MotorWorld when he served as President in the late-80s. Since then, he's worked on almost every side of the dealership business – new and used, sales and lending, wholesale and retail. And along the way, he's been a tireless crusader for more technology in the dealership and more data in the sales process, helping pioneer both as co-founder of Carmax and CEO of Dealertrack. And he has been pushing for online car sales since the earliest days of the Internet.

It was Mark's extraordinary vision at Dealertrack that led to the rapid growth of their platform and the software company's ultimate merger with Cox Automotive in 2015. He is now applying his comprehensive industry knowledge to the challenge of bringing two titans together into an elegant system of software and services that enable today's dealerships to succeed in the Digital Era.

Mark is an enthusiastic runner and has been defined by his fast-moving style since he started his career at Intel Corporation and McKinsey & Co., after earning a Bachelor of Science in Industrial Engineering from Worcester Polytechnic Institute and an MBA from Harvard Business School.