

Tim McKinley

EVP & Chief Sales Officer, Cox Automotive

Tim McKinley is chief sales officer at Cox Automotive, a global automotive services and software company that is a subsidiary of family-owned and Atlanta-based Cox Enterprises, Inc. Tim leads the Sales teams for Cox Automotive across all Solutions Groups and brands which include Autotrader, Dealer.com, Dealertrack, Kelley Blue Book, Manheim, VinSolutions, vAuto and Xtime. In addition to overseeing nearly 2,500 team members, Tim is creating a unified Cox Automotive sales team and streamlining sales operations across the company to best serve clients and drive growth. With 30-plus years of leadership experience, Tim is a visionary leader with robust sales and industry expertise, as well as proven results leading major transformational initiatives in large organizations. His passion for developing and engaging team members at all levels will assist him as he implements new ways to sell across brands, expands opportunities with clients and makes doing business easier across Cox Automotive.

Most recently, Tim was the senior vice president of Sales for Manheim, where he was responsible for driving Manheim's commercial and dealer strategies to grow and retain market share. This entailed working across Cox Automotive to identify opportunities to help all Cox Automotive customers grow and optimize their business. During this period Manheim revenue grew \$1 billion dollars, all while undergoing a tremendous transformation for the company. Previously, he served as vice president of Sales and Field Operations for Cox Communications commercial services organization in the company's eastern U.S. markets, including Rhode Island, Connecticut, Ohio, Virginia, Florida, Georgia, Louisiana and Oklahoma. In this role, he was responsible for local strategic planning, sales performance, service assurance, business process improvement, customer installations and capital investment. During this period Cox Business revenues grew from more than \$600m to more than \$1.5B for the year ending in 2013 while delivering nearly \$1B in operating cash flow. Simultaneously, Tim led major transformational initiatives in organizational structures, standardization and employee/leadership development.

Before joining Cox, Tim was chief operating officer for The Evermore Group in 2005, where he was responsible for the day-to-day operation of this boutique consulting firm targeted primarily at the cable industry and its suppliers. In 2003, Tim served as executive vice president of Operations for Lynk Systems, Inc., where he oversaw service delivery, customer care, training and IT development.

Prior to his tenure at Lynk Systems, Tim served in progressive leadership roles during a 21-year career with Sprint from 1982-2003. In his last role, he led all of Business Support Services for Sprint Business as part of the Global Markets group, including all aspects of pre-sales solution designs, service delivery, service assurance, customer care and billing support for all Sprints' business customers. The position, national in scope, comprised more than 3,500 telecommunication business professionals.

During his career in the telecommunications and related industries, Tim has had responsibility for product development, product marketing, sales, service management, service provisioning, solutions engineering, program and process management.

Tim received his B.A. in Political Science from the University of West Florida and is an accomplished public speaker. In addition, he has completed numerous executive development programs including executive development in Organizational Change Management at MIT Sloan School of Management, and the Cox Communications Executive Development Program through the Terry College of Business at the University of Georgia.

Tim currently serves on the Board of Trustees for the Georgia Conservancy. Tim is a past board member for Rebuilding Together (formerly known as Christmas in April), past board member for the Atlanta Telecom Professionals and has devoted time to Habitat for Humanity, Junior Achievement and Georgia Special Olympics. He makes his home in Atlanta, Georgia.