

# GLEN E. STEGEMANN

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**Sales Management & Operations Executive** with a progressive 15 year history of building and directing productive operations and sales teams for industry leading companies. Strong business acumen adept in executing a wide range of sales and operations strategies designed to establish market presence, increase revenues, drive productivity and reduce costs. A proven performer who easily moves from vision and strategy to implementation and follow-through. Core Competencies include:

- P&L Administration
  - Change Management
  - Process Improvement
  - Service Delivery
  - Strategic Planning
  - Revenue/Market Share Growth
  - Public/Community Relations
  - Leadership & Team Building
  - Cost Containment & Reduction
  - Business Analysis
  - Relationship Management
  - Technology Integration
  - Training & Mentoring
  - Regulatory Compliance
  - Business Development
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## PROFESSIONAL EXPERIENCE

### VICE PRESIDENT OF SALES

**Stock Development and Construction**, Naples, FL 2003 to 2007

Provided management of the sales, marketing, and operation activities for this Florida Land Development and Luxury Homebuilding Company with 400 personnel. Partnered with executive team to drive market share, product development and service goals. Administered operational budgets. Developed and implemented programs and process improvements to streamline operations. Cross-functionally teamed with Construction, Land Development and Purchasing departments to ensure quality and on-time project delivery. Hired, trained, evaluated and developed staff. Managed and monitored performance of sales associates. Reported directly to the Executive Vice President of Sales and CEO.

- Member of management team responsible for execution of new marketing plan and pricing strategy resulting in 471 closings for an estimated \$210 million in revenue in 2007.
- Assembled a highly motivated sales team and initiated key programs to launch a new sales office that generated 266 sales for over \$100 million in gross revenue in 2006.
- Revitalized a stagnant, under-achieving community sales effort, achieving projected sales targets in 6 months and generating a \$6.6 million increase in revenue in 2003
- Grew real estate broker participation by 40% over a 2 year period with execution of strategic co-broker marketing plan from 2004 to 2006.
- Increased market share and expanded product/services offerings by initiating development of affiliated companies (Stock Realty, Noble Title and Trust and Stock Financial).
- Instrumental in Company receiving 12 Regional and 7 National Builder's Association Sales and Marketing Council awards from 2005 to 2007 including "Developer of the Year" and "Community of the Year".
- Improved public image and community relations via direct involvement and financial support of over \$1 million to multiple national/local charities and non-for-profit organizations.
- Co-managed the integration of new company website and deployment of a new CRM software application and operating system which increased customer retention and increased ROI by 10% in 2006.
- Secretary of Paseo Community Development District Board responsible for management of the \$56 million dollar district bond.
- Spearheaded a European and National advertising initiative to capitalize on the regions increased tourism.
- Responsible for management of 8 sales associates, a sales support team of 4 and 2 market development professionals. Also responsible for indirect management of 8 production staff members.

### **GENERAL SALES MANAGER**

**Scanlon Automotive Group / Galloway Family of Dealerships**, Fort Myers, FL 1997 to 2003

Managed strategic sales, inventory management and advertising initiatives for these 200 million automotive dealer groups. Oversaw inventory procurement from the manufacturer and purchasing/sales of used products in the automobile wholesale marketplace. Secured and managed indirect lending sources for purchasing and funding of finance contracts and leases in the prime and sub-prime markets. Orchestrated all interdepartmental communication among sales, service/parts, accounting and finance departments for administration management. Developed and implemented multimedia advertising programs and special promotional campaigns across print, television, and radio mediums. Participated in staff recruitment, hiring, training and performance management. Reported to the General Manager and the President.

- Led launch of sub-prime finance departments for 3 automobile dealerships of the Galloway Family of Dealerships that grew market share and produced an estimated \$1 million in additional revenue annually.
- Member of new management team recruited to turnaround a dealership with 3 year history of underperformance. Effort returned the operation to profitability in 2001 and produced annual gross revenue in excess of \$2.5 million.
- Established and implemented a strategic initiative within sales, service, and parts departments that catapulted national customer service ranking from the bottom 10% to the top 10%.
- Selected as a key member of management team charged with operating Scanlon Automotive Groups newly acquired Acura dealership from the Galloway Family of Dealerships.
- Managed a multi-tiered staff of 40, consisting of a sales, administration, support staff and service personnel.
- 3 time recipient of the Acura Precision Dealer award given to the top Acura dealerships in the country.

### **SENIOR BRANCH MANAGER**

**Nicholas Financial Inc.**, Clearwater, FL 1994 to 1997

Managed startup and development operations of area branch offices for this \$150 million financial services agency. Directed administration of new and existing client portfolios. Monitored production levels and credit quality of direct and indirect sub-prime lending. Organization of all administrative issues. Recruited, hired, and trained personnel. Reported to the Regional Manager and the CEO.

- Streamlined operations and increased productivity by developing and implementing standardized collection and training procedures implemented by entire organization.
- Responsible for management of branch offices generating an estimated 50% of the company annual net income with outstanding gross receivables of \$10+ million per year.
- Achieved Branch Manager of the Year award throughout 3 year tenure in recognition of results.

### **ADDITIONAL EXPERIENCE**

**Financial Advisor**, Metropolitan Life Insurance Co., Fort Myers, FL, 1993.  
**Commercial Finance Auditor**, ITT Business Services, Atlanta, GA, 1991 to 1993.

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### **EDUCATIONAL BACKGROUND**

**Bachelor of Science in Finance**, Florida Southern College, Lakeland, FL

**Florida Real Estate License**, State of Florida Department of Business and Professional Regulation.

**Technical Proficiencies:** Microsoft Office Suite: Word, Excel, Outlook; Windows 95 / 98 / XP; Citrix; Act; ADP; Sales Simplicity; Reynolds & Reynolds; Proprietary Applications.