



Stephen Easton

Automotive Consultant

Career Summary

My most recent concentrated efforts have been in leadership facilitation and consultative roles on both factory and dealer levels. The focus of these projects includes automotive marketing culture change, sales and service process engineering, and product technology training. Since developing my own company, Smooth Saleing International, LLC, and during my tenure at Mitsubishi, I expanded work on program development, facilitated varied programs like; driving clinics, sales process training, time and task management workshops, strategic management, and marketing.

Metro Area: Los Angeles

Expertise

Dealership Sales Experience	Dealership Service Experience
Group Facilitation Skills	CSI/SSI Consulting
Process Redesign	Ride & Drive Facilitation
Instructional Design	Curriculum Development
Sales Skills Training	Service Soft Skills Training
Management Consulting	

Latest Projects:

2011 Jaguar XJ Product Launch

SFE - General Physics

Ford Certified Pre-Owned Performance Coach

Sales Certification Training - AutoNation

Midwestern Regional Lead Facilitator - Maritz

