



# John W James III

## Founder & Managing Partner of the ACA

### Career Summary

Creative strategist skilled in generating visionary direction to drive achievement in new business development and market penetration. Strategic thinker able to implement sales, marketing, and business initiatives to support corporate objectives. Strong ability to identify, establish and maintain strategic partnerships to generate significant business opportunities. Top-performing sales professional with entrepreneurial vision and proven leadership ability to drive business growth through sales initiatives that deliver revenue growth, market share, and market penetration. Influential leader with sincere commitment to people development. Cultivates talent and builds cohesive, positively focused teams. Has developed an extensive network of marketers, trainers and SME's in the Automotive space which can be used to identify synergy and mutual opportunities.

**Metro Area:** Detroit

### Expertise

Group Facilitation Skills	CSI/SSI Consulting
Process Redesign	Large Audience Presentations
Train-the-Trainer Facilitation	Trainer Management
Sales Skills Training	Management Consulting

### Latest Projects:

Re-Launching the ACA

Designed and Implemented Customer Service Program for GMOE

Authorized Reseller for SMA Alliance

Authorized Reseller for Teletracker



Automotive Consultant Association