

## **Cox Automotive Announces Key Leadership Changes at VinSolutions**

**Lori Wittman promoted to Vice President and General Manager; Sean Stapleton assumes expanded role as Vice President, Sales and Marketing**

OVERLAND PARK, Kan., Sept. 2, 2014 [/PRNewswire/](#) -- Today Cox Automotive announced two key leadership changes at VinSolutions, a marketplace leader and developer of Internet-based customer relationship management (CRM) solutions for the automotive industry. Effective immediately, Lori Wittman has been promoted to vice president and general manager of the company, and Sean Stapleton has assumed an expanded role as vice president, sales and marketing. These changes will further enable VinSolutions to deliver on its commitment to make every connection count between shoppers and dealers.

Before joining VinSolutions in 2013 as the vice president of operations, Wittman served as the vice president and general manager of Rockwell Transportation in Philadelphia. In that role, she was responsible for all aspects of that business, including sales, staffing, pricing, operational processes, and overall financial performance. In her new role, Wittman will be responsible for all aspects of VinSolutions' business and will become part of the software division executive leadership team, where she will help drive collaboration and growth across Cox Automotive.

"Lori is a strong leader with a proven record of success in multiple industries, and her previous experience in operations and technology roles positions her well to drive additional value for our VinSolutions dealers," said Keith Jezek, software division president at Cox Automotive. "I am excited about the experience Lori has brought to VinSolutions, and I am certain her ongoing commitment to customers and employees will enable her to lead our business forward."

Along with Wittman's appointment to the general manager position, Sean Stapleton has assumed an expanded role at VinSolutions. He now serves as Vice President of Sales and Marketing.

"Sean has had tremendous success growing the VinSolutions business and building strong relationships with our dealer customers. Adding responsibility for marketing is a natural extension, giving him the opportunity to translate insights from the marketplace into marketing campaigns that will truly resonate with potential customers," Jezek continued.

An automotive software industry veteran, Stapleton has led the VinSolutions sales team since 2009. Before joining VinSolutions, he co-founded two automotive software companies, IMS (which was later acquired by Who's Calling) and Visible Customer.

Brian Skutta, who served as vice president and general manager of VinSolutions since 2012, stepped down to pursue another opportunity.

"Brian laid a solid foundation for taking the business to the next level," Jezek said. "We appreciate his contributions and wish him well."

### **About VinSolutions**

VinSolutions® helps make every customer connection count by providing individual dealers and dealer groups with sophisticated, yet easy-to-use software solutions that span the scope of dealership operations. With its

cloud-based system, VinSolutions' all-in-one internal management, sales and service marketing solutions platform is accessible from anywhere an Internet connection is available, including mobile devices. VinSolutions has been named to the Inc. 5000 every year since 2011 and has received numerous industry awards for its innovative products. VinSolutions is OEM certified by every major manufacturer and is ADP, Reynolds & Reynolds and DealerTrack DMS certified. Founded in 2006 and headquartered in Overland Park, Kansas, VinSolutions is wholly owned by Cox Automotive™. Additionally, Cox Automotive owns Manheim Auctions, AutoTrader.com®, Kelley Blue Book®, vAuto®, HomeNet Automotive® and Haystack™ Digital Marketing. Cox Automotive is a subsidiary of Cox Enterprises. Visit VinSolutions online at [www.vinsolutions.com](http://www.vinsolutions.com).

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