

Greg C. Johnson
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EDUCATION: B.S. in Business Administration: Finance
OHIO STATE UNIVERSITY, June 1995

A.A.B. in Business Management
UNIVERSITY OF AKRON, May 1985

OBJECTIVE: To find a position in which my education and experience in management, sales and marketing can be utilized to the fullest extent possible.

EXPERIENCE: COMMERCIAL CREDIT GROUP INC., Naperville, IL

2017 Position: Regional Sales Manager
To Responsible for sales of financing products for trucks, tractors and semi-trailers
2018 in Indiana, Kentucky and Ohio. Develop previously uncovered Indiana and
Kentucky territories. Assist in collection and repossession matters as needed.

TRANSPORTATION SUPPLY DEPOT, INC., Columbus, OH
2003 Position: Branch Manager / Sales Representative
To Responsible for day to day operations of new and used trailer sales, parts and
2017 service operation including bookkeeping, credit and collections, and supervision
of employees. Solely responsible for the marketing and sales of new and used
trailers, as well as acquisition of used trailers and inventory control.

AERO INDUSTRIES, INC., Indianapolis, IN
1998 Position: Regional Sales Representative
To Responsible for the marketing and sales of truck and semi-trailer accessories
2003 through a network of dealers in a five state territory in the Mid West.
Successfully recruited numerous contributing dealers, as well as increasing
sales with existing dealers. Emphasis in new business development, customer
needs analysis, new product orientation, suggestive/strategic selling and
problem resolution.

TRANSPORT SERVICES, INC., Columbus, OH
1997 Position: Sales Representative
To Responsible for the marketing and sales of new and used semi-trailers in a 29
1998 county territory that encompassed central and southwestern Ohio. Developed
sales in a territory that had been neglected prior to my hiring.

FRUEHAUF TRAILER CORPORATION (1977 TO 1997)

- 1994
To
1997
- Branch: Columbus, OH
Position: Sales Representative
Responsible for the marketing and sales of new and used semi-trailers in a 24 county territory that encompassed central and southeastern Ohio. Increased used trailer sales in this territory, as well as raising used trailer gross margins by over 5%.
- 1990
To
1994
- Branch: Columbus, OH
Position: Branch Controller
Responsible for all accounting functions and control of company assets. Oversee installation and implementation of IBM AS400 system. Brought accounts receivable within company guidelines. Organized office staff functions and records. Acted as interim Branch Manager for extended period.
- 1989
To
1990
- Branch: Toledo, OH
Position: Office Manager
Advised on needs for software and assisted on pilot installation of IBM AS400 system.
- 1987
To
1989
- Branch: Chicago, IL
Position: Office Manager
Responsible for all accounting functions and control of company assets for branch and three sub-locations. Set up all accounting systems and hired personnel for start-up sub-location.
- 1977
To
1987
- Branch: Akron, OH
Position: Office Manager
Responsible for all accounting functions and control of company assets.
Position: Credit Manager
Responsible for all credit and collections functions. Assisted in finance, lease and insurance sales as needed.

- ACTIVITIES:**
- Member of The Columbus Transportation Club
 - Board Member -2011/Present
 - President - 2010/2011
 - Vice President - 2009/2010
 - Board Member - 2008/2009
 - Member of The Ohio Trucking Maintenance Council
 - Board of Governors – 2006/Present
 - OTMC Chairman for 1999/2000 & 2005/2006
 - Co-Chairperson for 1996 & 2000 thru 2010 OTMC Vendor's Nights
 - Member of The Ohio State University Alumni Association

PERSONAL: Married, two children

REFERENCES: Furnished upon request