

Stan Mikalonis

PROFESSIONAL EXPERIENCE

Battle Motors (Formerly Crane Carrier Corp) – 2022 to Present

\$400 million truck OEM of diesel, CNG, and battery electric vehicles

Chief Revenue & Marketing Officer

- Responsible for all revenue generation including trucks, parts, and financial services sales.
- Grew corporate revenue from \$28 million to over \$400 million and market share from 2% to 17% by expanding distribution channels and secure new business with major private and municipal fleets.
- Established battery electric vehicle business, expanding product reach into new commercial segments including general freight logistics, food and beverage delivery, utility, and infrastructure transportation.
- Manage all sales and marketing functions for the organization including product developments, pricing, promotions, lead generation, customer success, and a 147-member dealer network.
- Directly sell key target accounts and manage several large (\$50M+) core customers including Waste Management, FCC, Waste Pro, City of New York, City of Los Angeles, City of Chicago, and GSA.
- Skilled in complex contract negotiations with major corporations, government, and municipal agencies.
- Engaged in C-suite long-term partnership building with customers, suppliers, and investors.
- Key member of the executive leadership team and lead many growth initiatives to increase the value of the firm.

Custom Truck One Source (a Platinum Equity Company) – 2017 through 2021

\$1.3 billion final assembler of vocational trucks and utility equipment

Executive Vice President of Sales

- Responsible for \$355 million in new and used truck and equipment sales in twenty-six dealer locations.
- Led a team of twelve national account managers, seven regional sales managers, sixty-two territory sales professionals.
- Created go to market strategies, lead generation team and centralized all advertising/digital marketing to increase customer engagement with core customers and key conquest accounts.
- Grew new truck sales revenue 300% over a 36-month period while increasing margins by 20% through new business development, long-term contracts, and penetrating existing utility accounts.
- Key accounts included: Duke Energy, Pike Electric, PG&E, Southern Cal Edison, ConEd, Kiewit, CRH

Mack Trucks, Inc. – 2014 to 2017

An American truck-manufacturing company and a subsidiary of AB Volvo.

Vice President, National Accounts

- Led the national account sales organization of eight account managers and two sales support administrators focused on vocational and on-highway fleet segments.
- Increased new trucks sales from 1,300 in 2013 to 3,600 producing over \$400 million in revenue.
- Grew average truck margins from 1.9% to 6.2% by selling proprietary equipment and reducing margin erosion through tighter sales process controls and better cooperation with the dealer network.
- Produce a consistent increase in new business annually while maintaining current customer portfolios. The largest customers include UPS, ABF, YRC, Sysco, Ryder, DSNY, WMI, Republic, and Waste Connections.

PACCAR, Inc. – 2007 to 2013

A global technology leader in the design, manufacture, and customer service support of high-quality premium trucks.

General Sales Manager, Peterbilt Motors Company

- Manage the Northeast, Great Lakes, and Canadian area offices (156 dealer locations) including sales, service, dealer development, and integrating PACCAR parts, leasing, and financial into new business strategies.
- P & L and budget responsibility for over \$3.5 billion in annual new truck sales
- Maintain a 14% class 8 and 8% class six-sevenths retail market share while exceeding margin expectations and growing initiatives across industry segments.

Operations Director, Paccar Financial Corporation

- Managed three area offices including sales, customer service, credit, collections, and insurance.
- P & L responsibility for over \$2.6 billion in annual finance business.

- Maintained a 25% market share and exceeded new business spread expectations.

Director of National Accounts, Paccar Financial Corporation

- Managed 6 National Account Managers that sell the top one hundred private and for hire carriers in North America.
- Responsible for \$1 billion in annual financing business on Peterbilt & Kenworth trucks.
- Increased leasing business by 200% and established new business spread record of 400 bps.
- Developed and implemented strategic selling programs for the national account team, truck factory representatives, and the dealer network.

Rush Enterprises, Inc. – 2003 to 2007

The largest truck dealership group in the world representing multiple class 4 through 8 truck brands

General Sales Manager, Rush Truck Centers – (4) Central Florida Location

- Consistently increased truck sales volume from 350 to 1,200 and produced \$150 million in revenue and gross profit (from \$300K to \$15 million) during my tenure.
- Managed the daily operations of new & used truck sales, finance & insurance.
- Recruited, hired, and trained management including parts, service, and truck sales managers.
- Received the Chairman's Award for Sales Manager of the Year 2005.

Peterbilt Motors Company – 1997 to 2001

A division of Paccar, Inc, global manufacturer of class 4 through 8 trucks

Medium Duty Sales Manager

- Responsible for all medium duty sales activity in the United States and Canada.
- Sold through exclusive distribution channel of 212 dealers and provided training programs focused on specialty product markets, strategic and conceptual selling.
- Grew the medium duty sales volume from five hundred trucks to over 2,500 between 1997 and 2001.
- Developed and implemented the medium duty brand strategy including a 10-year global sales plan.

Rollins Leasing Corp. – 1991 to 1997

A mid-cap truck leasing and rental company (purchased by Penske Leasing)

Branch, Lease, & Rental Manager, Rollins Leasing Corp – Knoxville, TN

- Managed the daily operations of a mainline facility and one captive shop with a total of eighteen employees and 250 heavy and medium duty trucks.
- Maintained a 25% gross operating profit on \$2.7 million in annual revenue and 50% return on investment on lease, maintenance, and rental sales.
- Received the Award of Excellence for Outstanding Performance *three out of 5 years*.

EDUCATION

Doctor of Philosophy, Organization & Management, Capella University

Master of Arts, Organizational Management, University of Phoenix

Certificate, Organizational Leadership, University of Michigan

Bachelor of Science in Business Management, University of Central Florida