



WHAT'S YOUR ETA?

CONTACT

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CAPIBILITIES

Organizations

- Operational Efficiencies
- Change Management
- Portfolio Risk Mitigation
- Training Platforms
- KPI Design
- Policy/Procedure
- Data Analysis
- Culture
- Growth Strategies

Individuals

- Career Movement
- Life Coaching
- Networking skills
- Mindset growth
- Trusted Advisor
- Emotional Intelligence
- Define Success
- Goal Setting
- Accountability

EDUCATION/TRAINING

- St Ambrose University: BA Business, Finance, Economics
- Transformation Academy: Certified Master Coach
- Buckley: Public Speaking
- Challenger: Sale Sales Strategies
- NIADA: Certified Master Dealer

LEE LEGRAND

ACCOMPLISHMENTS SUMMARY

Hired, trained, and developed 100's of team members: From entry level to VP

Built and restructured high performing teams/departments: Customer Service, Business Development, Lending, Field Operations, Corporate structure and workflow

Develop Culture: Teams I lead have the highest employee satisfaction

Centralization: Designed, constructed and led operations bringing field-based functions to a centralized location

Risk Mitigation: Analysis to implementation, hundreds of millions of company assets saved

Sales Growth: Redesigned KPI and workflow to double business inside of 2 years

Master Collaborator: Working closely with all departments, from Executive to finance, sales, risk, lending, operations et al, to provide input, discuss and effect change

Training: Constructed and led training platforms for operations

KPI/Policy/Procedure: Planned, composed and implemented vital to company goals and performance

WORK EXPERIENCE

LRL Professional Services LLC DBA Evolution Through Action

- *President and Founder*

NextGear Capital

- *Senior Director*
- *Portfolio Management*
- *Regional Director*
- *Director of Business Service*
- *Director of Business Development*
- *Director of Operations*
- *Area Manager*

Automotive Finance Co

- *Branch Manager*

Manheim

- *Credit and Collections Manager*

Ford Credit

- *Customer Service Supervisor*
- *Credit Analyst*