

Management Profile:- Mike Benson



Mike Benson

Senior Manager
10 Years

Prestige Motor Vehicle
Retail 13 Years

Motor Retail 16 Years

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Mike Benson is the Founder and Managing Director of MAB Group. His experience of operating Premium Brand retail centers allows him to approach any given scenario with a broad and connected response. Having in-depth knowledge of all aspects of vehicle retailing he is able to apply significant resourcefulness to identify and execute solutions to the benefit of the entire dealership. Typically tasked with 'problem sites' he derives excitement from the challenge; motivating and inspiring others to perform to their best and share success.

KEY PROJECTS

- Project management and implementation of 'My Service' across a Market Area.
- Delivery of significant OP improvements of up to 400% YOY.
- Development and implementation of numerous process improvements delivering greater efficiency and enhanced customer experience
- Development and execution of successful customer retention strategy.

RELEVANT COMPETENCIES

- Business Case Development
- Change Management
- Turn around specialism
- Team coaching and motivation
- Performance analysis
- Efficiency Improvement
- Cost efficiency
- Success Planning

INDUSTRIES

- Automotive Sales
- Automotive Aftersales
- Retail Customer experience
- Management Development
- New and Used Car Operations
- Sales Training and Events

LANGUAGES

- English (Native language)