

# Dave Johnston

*Professional Trainer, Consultant and Coach*

## He's experienced

Dave's automotive career spans over 30 years. He has successfully managed virtually all of the variable departments within a dealership.

## Things he's done

- **General Sales Manager**
  - He has been the General Sales Manager in one of the highest volume General Motors dealerships of its kind in the nation.
- **AutoNation - Purchasing**
  - In 1995, Dave was recruited to join AutoNation where he became Director of Vehicle Purchasing. It was his job to oversee the purchase of thousands of vehicles within stringent AutoNation guidelines.
- **AutoNation - Training**
  - In 1997, he joined AutoNation's national training department. While there, he led in the development and implementation of numerous dealership processes.



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*I've worked with Dave  
for over 20 years.*

*He is a true  
professional and a  
gifted trainer.*

*I recommend him  
without reservation.*

- Steve Nickelsen, CEO  
Nickelsen Partners

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## His Education and skill sets

- **General Motors Institute of Automotive Management**
  - Dave is a graduate of General Motors University of Automotive Management. Dave has excellent analytical, organizational, and interpersonal skills and is a proven trainer and motivational speaker.

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**Power in Process LLC**

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