

Brian Stewart

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Professional Summary

Results-driven leader with over 22 years in the automotive aftermarket industry. Expertise in sales growth, brand management, product sourcing, procurement, and operational efficiency. Proven ability to scale businesses, drive revenue, and build high-performance teams. Adept at strategic partnerships, franchise development, and customer engagement. Passionate about innovation and sustainable business growth.

Professional Experience

LINE-X Protective Coatings | Charlotte, NC

October 2013 – September 2024

Director of Core Services (Sales and Operations) (2021-2024)

Director of Aftermarket Accessories (Sales) (2019-2021)

North American Accessories Manager (2015-2019)

Accessories Manager (2013-2015)

- Spearheaded Truck Gear by LINE-X, achieving a +20.75% CAGR over seven years through product expansion, sales optimization, and strategic partnerships.
- Led the '21 Core Services' initiative, driving revenue growth and increasing franchise engagement.
- Initialized and strengthened key partnerships with warehouse distributors and manufacturers, improving supply chain efficiency and product quality.
- Managed cross-functional teams to enhance supplier relations, procedural efficiencies, and training programs.
- Implemented high-impact sales strategies, increasing customer acquisition and retention.
- Developed and executed targeted marketing initiatives for Truck Gear by LINE-X, enhancing brand visibility, increasing franchise engagement, and driving customer awareness through strategic campaigns, digital marketing, and promotional events.

TransAmerican Auto Parts | Columbiana, OH

March 2006 – September 2013

Wholesale Territory Manager (2012-2013)

Call Center Manager (2010-2012)

Call Center Sales Representative (2008-2010)

Showroom Sales Associate (2006-2008)

- Consistently exceeded sales goals and set company records through in-depth product knowledge and strong customer relationships.
- Implemented training initiatives that improved sales team performance and conversion rates.
- Expanded the Northeast wholesale sales territory, driving new business growth.

Education

Currently Pursuing: Bachelor's Degree in Business

University of Pittsburgh – Engineering (2001-2002)

South Fayette High School – Graduate with Honors (2001)

Core Competencies

- Brand Development & Market Expansion
- Product Sourcing & Procurement
- Strategic Partnerships & Negotiation
- Franchise & Dealer Support
- Team Leadership & Talent Development
- Operational Efficiency & Process Improvement
- Customer Engagement & Retention
- Vendor & Supplier Relations
- Strategic Marketing & Brand Positioning

Certifications & Additional Information

- Experienced industry conference speaker and sales trainer.
- Passionate about automotive aftermarket innovation and strategic growth.
- Proficient in Microsoft Office Suite, Salesforce, and CRM tools.