

FOR IMMEDIATE RELEASE

Zach Hallowell Promoted to New Role with Manheim and RMS Automotive

Remarketing industry leader focused on creating fluid, seamless client experience across channels



Zach Hallowell

ATLANTA, Jan. 9, 2018 – Cox Automotive has promoted Zach Hallowell to vice president, Manheim Digital Marketplace and RMS Automotive, effective immediately, in its ongoing effort to align its assets to best serve the evolving needs of its clients.

In this leadership role, Hallowell will direct and coordinate the overall domestic and global operational activities for digital channels – OVE, Manheim.com and Simulcast and OEM-specific marketplaces – along with RMS Automotive and its global business. Hallowell will ensure optimum efficiency and productivity to maximize growth and profitability and coordinating with Manheim’s physical and mobile auction leadership teams to create a fluid, seamless experience for our clients.

Hallowell will work closely with Derek Hansen, vice president of offsite solutions, Manheim Digital Marketplace and RMS Automotive, whose responsibility includes all digital and mobile offsite solutions.

“As we grow and scale our digital marketplaces, we continue to put the right people in the right roles to best serve our clients’ needs for omni-channel buying and selling,” said Nick Peluso, president, Manheim Digital Marketplace and RMS Automotive. “I am pleased to promote Zach to this leadership role. His vast remarketing experience and creativity is exactly what we need to drive the evolution of our technology platform and services.”

In his previous role as general manager of RMS Automotive, Hallowell was responsible for directing and coordinating the overall global activities of RMS to ensure optimum efficiency and productivity to maximize growth, profitability and customer satisfaction. Last year, RMS reached a significant milestone with the 400,000th vehicle being transacted on the RMS Automotive platform, representing a 25 percent year-over-year increase.

Hallowell is a seasoned remarketing industry executive, with extensive experience in the global wholesale automotive industry, having spent 15-plus years developing and evolving SaaS platforms to support wholesale automotive processes.

Hallowell is a graduate of Middlebury College and is the named inventor on numerous patents related to wholesale remarketing systems, including vehicle lifecycle management, electronic marketplaces, and third-party vehicle inspection processes.

Before joining RMS Automotive in 2015, Hallowell held several senior leadership roles at OPENLANE and served as vice president of Product Management for ADESA.

About Manheim

[Manheim](#)[®] is North America's leading provider of vehicle remarketing services, connecting buyers and sellers to the largest wholesale used vehicle marketplace and most extensive auction network. Through 127 traditional and mobile auction sites and diverse digital channels, the company helps dealer and commercial clients achieve business results by providing innovative end-to-end inventory solutions. Approximately 18,000 employees enable Manheim to register about 8 million used vehicles per year, facilitate transactions representing nearly \$57 billion in value and generate annual revenues of \$3 billion. Headquartered in Atlanta, Manheim North America is a [Cox Automotive](#)[™] brand. For more information, visit <http://press.manheim.com>.

About RMS Automotive

Transacting vehicles in multiple countries and growing, RMS Automotive, a Cox Automotive brand, delivers a global enterprise software solution that enables its commercial clients to manage their portfolios across the complete vehicle lifecycle – from new car build to used car sale. Through automation and data science, RMS Automotive provides VIN-specific recommendations for accurate vehicle pricing as well as optimal reconditioning and inventory distribution. These services deliver real-time integration with a client's platform, faster remarketing time, reduced depreciation/cost of capital, improved residuals and reduction in wholesale losses. For more information about RMS Automotive, visit www.rmsautomotive.com.

About Cox Automotive

Cox Automotive Inc. is transforming the way the world buys, sells and owns cars with industry-leading digital marketing, financial, retail and wholesale solutions for consumers, dealers, manufacturers and the overall automotive ecosystem worldwide. Committed to open choice and dedicated to strong partnerships, the Cox Automotive family includes Autotrader[®], Dealer.com[®], Dealertrack[®], Kelley Blue Book[®], Manheim[®], NextGear Capital[®], RMS Automotive, vAuto[®], Xtime[®] and a host of other brands. The global company has 34,000-plus team members in more than 200 locations and is partner to more than 40,000 auto dealers, as well as most major automobile manufacturers, while engaging U.S. consumer car buyers with the most recognized media brands in the industry. Cox Automotive is a subsidiary of Cox Enterprises Inc., an Atlanta-based company with revenues exceeding \$20 billion and approximately 60,000 employees. Cox Enterprises' other major operating subsidiaries include Cox Communications and Cox Media Group. For more information about Cox Automotive, visit www.coxautoinc.com.

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