

GILBRETH BROWN

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EXECUTIVE SUMMARY

Automotive technology and business development executive with 25+ years of experience spanning management consulting, enterprise software sales, country leadership, and entrepreneurship. Proven track record developing new markets, leading multinational teams, and building strategic relationships with global OEMs, distributors, and automotive retailers across North America and Asia-Pacific. Columbia MBA and trilingual professional fluent in English, Thai, and Japanese.

CORE COMPETENCIES

Automotive	Business Development	Technology / International
• Retail automotive dealer systems • Automotive SCM and CRM • High value add mgmt consulting • Aftermarket pricing & analysis • Business strategy & operations	• Consultative sales; pain points • Pipeline development from zero • Self-initiating and independent • Mentor to junior sales teams • Strong nose for finding value	• Skilled using a variety of IT tools • Strong understanding of big data • Multi-cultural management • Team builder and motivator • Unmatched communication skills

PROFESSIONAL EXPERIENCE

Business Development Manager | Infopro Digital 2026 – Present

- Lead North American business development for automotive pricing intelligence and aftermarket data solutions.
- Develop enterprise opportunities with OEMs, manufacturers, distributors, and buying groups.
- Drive commercial growth of Eucon pricing intelligence solutions for the aftermarket industry.
- Build C-level relationships and manage complex consultative sales cycles.
- Partner with product, analytics and customer success teams to deliver measurable business value.
- Envision, design and conduct technical product demonstrations that convert opportunities to sales

Regional Southeast Asia Manager & Country Manager – Thailand | Auto-It Australia 2017 – 2026

- Directed Thailand operations and Southeast Asia business development for automotive retail technology solutions.
- Established and scaled local operations including recruiting, onboarding, training, and support functions.
- Managed enterprise software sales and account development with global automotive OEMs and dealer groups.
- Conducted executive-level solution presentations addressing retail, service, and parts operations challenges.
- Led implementation and go-live activities across 16 locations supporting more than 200 users.
- Managed requirements for gathering, project delivery, support operations, and customer success initiatives.
- Coordinated multilingual teams and customer stakeholders across multiple countries.
- Conducted business operations and customer engagement in Thai language.

Senior Management Consultant – Automotive Practice (Project-Based) | Deloitte Consulting 2016 – 2017

- Delivered consulting services to automotive manufacturers and distributors throughout Southeast Asia.
- Led retail operations benchmarking and performance improvement projects.
- Managed logistics, distribution, and supply chain optimization engagements.
- Coordinated project teams and supervised junior consultants.
- Identified operational challenges and developed practical solutions aligned with client objectives.
- Prepared and presented recommendations and tender proposals to senior leadership teams.
- Supported business development efforts through consultative client engagement and proposal development.

Regional Southeast Asia Enterprise IT Sales Manager | Pentana Solutions Australia 2014 – 2016

- Managed enterprise software sales and market development throughout Southeast Asia.
- Dealer management systems, electronic catalog solutions, parts exchange systems, and distribution platforms.
- Developed new business opportunities and expanded existing customer relationships.
- Delivered executive presentations and consultative sales engagements to automotive leadership teams.
- Identified customer pain points and aligned technology solutions with business objectives.
- Utilized Salesforce CRM to manage pipeline activity, forecasting, and account development.
- Worked across multiple countries and cultures to support regional growth initiatives.

Founder & Chief Executive Officer | Premier Property Management Co., Ltd. 2005 – 2014

- Founded, built, and successfully exited a property management and real estate services company in Thailand.
- Directed all aspects of business operations including sales, marketing, finance, customer service, and administration.

- Recruited, trained, and managed multidisciplinary teams.
- Developed and implemented growth strategies that resulted in a successful business sale.

Senior Pre-Sales Consultant – Automotive | SAP Asia Pacific

2001 – 2004

- Supported enterprise software sales initiatives within the automotive sector.
- Conducted solution demonstrations, business requirements analysis, and customer presentations.
- Worked closely with automotive OEM and dealer network customers across Asia-Pacific.

ADDITIONAL EARLIER EXPERIENCE

A.T. Kearney – Management Consultant, Automotive Practice

1999 – 2001

AutoAlliance Thailand (Ford/Mazda Joint Venture) – Financial & Purchasing Analyst

1996 – 1998

MMC Sittipol Co., Ltd. – Logistics & Export Supply Chain Manager

1994 – 1995

Mitsubishi Motors Corporation, Japan – Prototype Parts Buyer

1991 – 1994

Wilshire Associates – Financial Analyst

1988 – 1990

EDUCATION

Master of Business Administration (MBA), Dean's List

Columbia Business School, New York, NY

Master of Science, Japanese Business Studies

Chaminade University

Bachelor of Science, Business Administration

Boston University

LANGUAGES

- English – Native
- Thai – Near fluent (speaking, reading, writing)
- Japanese – Conversational fluent (speaking, reading, writing)

PROFESSIONAL DEVELOPMENT

- Project Management Professional (PMP) Certification – In Progress
- Founder – The Pools Doctors Thailand (premium pool construction & management)
- AWS Certified Cloud Practitioner – In Progress
- Mobile Application Development (including web-based administration panel) – ongoing
- Python Programming and Software Development – continuing hobby education
- Author, *Stop Your Nail Biting! Permanently* (ISBN 978-1412023641)
- Founder, Taco House Pattaya – Highly popular restaurant business achieving 1,000 customer reviews with an average rating of 4.7/5.0