



Gerry has over three decades of automotive sales, and management experience. He began his automotive career as a sales consultant at Fitzgerald Hicks Dodge in Salem, NH where his father was the general manager. Soon after, Gerry and his father opened Gould Auto Sales as an independent pre-owned dealership in Lawrence, MA which they later sold. After the sale, Gerry was hired at Ira Oldsmobile-Toyota in Danvers, MA as a sales consultant where he swiftly moved through the ranks of virtually all front-end management positions. In 1996 Gerry joined the team of David Lewis & Associates where he dedicated his knowledge and experience to training others. Following a successful tenure with David Lewis & Associates he relocated to Florida in 2002 where he held the position of Florida's Regional F&I Director for AutoNation the nation's largest automotive retailer until 2009 when he accepted the position of Director of Training for United Development Systems, a well-established general agent focused on F&I performance and development. Through the years Gerry has spoken at and held numerous workshops for groups and conferences related to automotive front-end operations. He has also crafted several Sales, Sales and F&I Management training programs and published numerous articles in industry journals.

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