

CONGRATULATIONS, JAYNE!

SubPrime CEO ISSUE

Marcelo Aita

Marcelo Aita leads NCB Management Services, a national accounts receivable management company providing call center solutions to major financial institutions, commercial clients, auto buyers, and private schools since 1984. Prior to joining NCB in 2008, Aita held various finance and operations positions during 17 years at HBC.

"Marcelo is a self-starter, a professional, and I showed the company through the most trying and tough times in the collection industry, let alone the financial industry as a whole," the nomination said. "Growth and expansion along with a top down focus on being ahead of the curve in the areas of customer based representation and a positive customer experience are his vision and he pushed his employees from the top down to excel in these areas. I know a lot of CEOs in the collection industry and if I were to pick one to put into an issue like you're doing, it would be him," the nomination went on to say.



Stephen Bisbee

Stephen Bisbee regularly speaks about the value of digital transaction management and financial technology. Bisbee is a key player in eOriginal's relationships throughout the vehicle finance industry.

"Mr. Bisbee pushed for the adoption of digital technologies across the lending and financing ecosystem and has built long lasting relationships with key players spanning across verticals," the nomination said. "He is focused on the opportunities in auto finance and contributing to serve current clients and support new prospects in the space.

"His achievements at Millennium are the continuation of a lifelong pursuit of acquiring electronic contracting solutions to exceed existing loan origination systems, dealer management systems, and portfolio management systems, and continues to advance and promote the auto industry to others as a model for other verticals to follow," the nomination went on to say.



Jayne Bronchetti

Jayne Bronchetti resides in a distinct category as leader of Millennium Capital and Recovery, which provides services to captives as well as large regional and national banks.

"As the only national recovery management firm that is a certified Women's Business Enterprise (WBE), Jayne Bronchetti of Millennium Capital and Recovery Corporation has paved the way for inclusion with her dedicated and relentless focus on cultivating a diverse workforce," the nomination said.

"Her achievements at Millennium are the continuation of a lifelong pursuit of acquiring electronic contracting solutions to exceed existing loan origination systems, dealer management systems, and portfolios management systems, and continues to advance and promote the auto industry to others as a model for other verticals to follow," the nomination went on to say.



Jason Grubb

Jason Grubb was appointed to his current post at Exter Finance last February, bringing 20 years of experience in leadership roles at Santander Consumer USA, US Financial and Nissan Motor Acceptance.

"Since joining Exter, Jason has focused his efforts on improving the dealer experience, which in turn helps stabilize liquidity, service improvements and technological enhancements," the nomination said.

"Jason creates positive energy and productivity throughout the organization through his genuine belief that every individual offers great value to the organization," the nomination continued.

"Jason is passionate, approachable and engaging, with a demeanor that inspires confidence and a sense of stability within the company," the nomination added. "The recognition and support always drives her staff in the pursuit of excellence. I am proud to nominate Jayne Bronchetti as a pioneering leader in the auto finance industry."



David Missimer

The individual who nominated David Missimer insisted he has led Automotive Compliance Consultants throughout the regulatory heavy decade with strong leadership and a commitment to bringing legal clarity to the various data security information privacy, equal opportunity, fair lending, fair trade practices, and human resources issues affecting auto dealerships.

In explaining why Missimer fits the value of not just the company but also the entire industry, the nominator stated he has an "understanding that the company's success rests solely on its continued ability to deliver measurable value to its clients, recognizing the high-quality, specialized nature of regulatory compliance, and by bringing understanding, clarity, perspective and direction to an industry already too busy and preoccupied with protecting margins in an increasingly competitive marketplace."



Ozzie Ramos

Ozzie Ramos now has another accolade to add to his collection after being named the most recent Subprime Auto Finance Executive of the Year during Used Car Week last November in Las Vegas.

"I was part of National Auto Lenders for 12 years, began as a collector/nominee," the nominator said. "I was drawn to him because he became a successful manager year after year. They not only taught me the process but I was given the opportunity over the years to grow. He provided us with knowledge and how to run each department successfully with company and individual goals. This company is like the most family environment that any employee would love to work with."

"Any employee hired by NAL is instructed, educated, trained and taught day by day to be successful at any position within NAL," the nomination continued. "The honor and pride in making sure everyone's needs and conduct within organization meetings preparing for each quarter to be successful."



Jack Tracey

Jack Tracey has been integrally involved with the National Automotive Finance Association since it was organized in the fall of 1998 to become the only trade association exclusively serving the nonprime auto financing industry. Led by Tracey, the NAF Association supports its members and the industry with programs and education, including the highly successful Consumer Credit Compliance Certification Program.

Jack represents the industry, being able to cultivate relationships with a wide array of players, including finance companies, service providers and regulators," the nomination said.

"Jack's knowledge, experience and demeanor make him the perfect leader for the NAF Association, a position he has held through many industry cycles and changes," the nomination continued. "The NAF Association is fortunate to have someone like Jack leading the organization."



Kevin Weiss

Kevin Weiss was appointed Spireon's chief executive officer in 2016, making an immediate impact as Spireon maintains and grows its leadership position in connected vehicle industries. With more than 14,000 dealerships using Spireon solutions, the company holds a strong leadership position in the vehicle finance and lease, pay-here, pay-here industries, with rapid growth in the franchise, dealer fleet and other transportation segments.

Weiss was instrumental in helping Spireon add more than 1 million new connected devices in the past year across all major vehicle telematics segments.

Prior to joining Spireon, Weiss served as CEO of Unimetro, a global technology company that delivers end-to-end business necessary solutions. Prior to Unimetro, he served as president and chief executive officer of multiple private-equity owned technology companies following his role as president of McAfee and senior sales and marketing leadership roles at IBM.



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(WBE), Jayne Bronchetti of Millennium Capital and Recovery Corporation has paved the way for inclusion with her dedicated and relentless focus on cultivating a diverse workforce," the nomination said.

"Her achievements at Millennium are the culmination of a lifelong pursuit of equality in the workplace at public and private companies," the nomination continued. "A trusted coach and mentor, Ms. Bronchetti's encouragement and support always drives her staff in the pursuit of excellence. I am proud to nominate Jayne Bronchetti as a pioneering leader in the auto finance industry."



Profiling The CEO

Marguerite Watanabe, president of Connections Insights, has worked in the auto and automotive finance industry for more than 25 years, allowing her to truly understand its strengths, weaknesses and, most importantly, opportunities. Prior to forming Connections Insights in 2006, she worked for Nissan North America and Nissan Motor Acceptance in the U.S. and Japan, as well as Equifax, BarNone and BenchMark Consulting International.

Watanabe broke down three major components of chief executive officers.

Characteristics for successful CEO:

- Not afraid to take chances
- Able to delegate fairly and recognize appropriately
- Has exceptional finance knowledge
- Has respect from all levels and angles
- Is honest and demonstrates integrity



Marguerite Watanabe
Connections Insights

This year's honorees:



Marcelo Aita
NCB Management Service



Jayne Bronchetti
Millennium Capital and Recovery



Jason Grubb
Exter Finance



David Missimer
Automotive Compliance Consultants



Ozzie Ramos
National Auto Lenders



Jack Tracey
National Automotive Finance Association



Kevin Weiss
Spireon