

TED ANDERSEN

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Experienced executive with proven success in a diverse range of environments and business models. Skilled in Management, Sales Operations including P&L oversight, Customer Relationship Management (CRM), Business Planning & Analysis (Franchising) and International Growth Strategies/Account Management Development: B2C Market Segments

EXPERIENCE:

GLASS DOCTOR, Waco, TX

Vice President of Operations for U.S. and Canada, 2023

- Oversaw the daily operations of the franchise system including flat and auto glass
- Worked closely with franchise development to increase franchise sales
- Managed the franchise coaching team to make sure they were using best practices
- Directed the compliance effort, managed pricing, and budgets for the system

NOVUS GLASS FRANCHISING, St. Paul, MN

Vice President of Novus Franchising, Speedy Auto Glass & SRP- North America, 2016-2022

- Promoted to organize and head the SRP Products division for North America and increased distribution by 40% with the introduction of new products and manufacturer
- Oversaw different business units with revenues exceeding 50 million
- Managed 16 direct Reports and 180 employees overall
- Increase the EBITDA by 50% for Speedy Auto Glass in 2021
- Record EBITDA at NOVUS Franchising for 2022
- Expanded the Novus operation into Canada, adding 61 Franchise Locations
- Under my leadership Novus Franchise was featured in Entrepreneurs Magazine for the last 10 years; most recently recognized in 2021 and 2022 “Franchise 500” with the following accolades:

2021 #1 in Auto Glass Franchise, #1 in Automotive Franchise available under \$100,000, # 4 in Service Franchise #140 Overall Franchise

2022 #1 in Auto Glass Franchise, #1 in Automotive Franchise available under \$100,000, # 3 in Service Franchise #101 Overall Franchise

- Instrumental in organizing and implementing a pilot program for Novus within the NAPA Organization which is rolling out company wide.

Vice President of Novus Franchising & Speedy Auto Glass- North America 2013-2016

- Head of Operations and Development for Novus Franchising and Speedy Glass in North America
- Responsible for 39 Speedy locations in the Western U.S.
- Managed 10 Direct Reports with 124 employees
- Oversaw 180 NOVUS Franchise Locations in the United States & 1800 Worldwide Partners

- Increased franchise sales for Novus; adding 22 units in 2013
- Negotiated and closed a 30 unit sale in the Minneapolis, MN Market
- Implemented a new POS System within the franchise network, resulting in more accurate reporting and compliance within our Network

Vice President of Franchise Development, Novus Auto Glass- North America 2011-2013

- Promoted to head Novus Franchising, overseeing 280 domestic franchises and 300 international franchises
- Increased Franchise Sales by 51 Units in 3 years
- Expanded our footprint to the car wash industry with a multi-unit sale of 12 franchise locations
- Created and implemented two new franchise concepts to accompany our existing framework
- Developed a franchising strategy focusing on low investment business opportunity (under \$100,000) with high ROI
- Executed a technology upgrade to streamline the sales process

Eastern Regional Manager, Novus Glass, North America 2007-2011

- Responsible for franchise sales, training and ongoing support and operation compliance
- Added and trained 31 new franchisees in 2 years
- Assisted the franchise revenue growth in the Eastern Region by 30% over three years

PILKINGTON GROUP-NORTH AMERICA

Sales and Operations Manager, Chicago, IL/Milwaukee, WI 2005-2007

- Oversaw operations for 2 Midwest plants with revenues of \$5 million
- Managed 10 direct reports with a total of 50 employees

TRANSAMERICA GLASS/AUTOSTOCK DISTRIBUTION

Sales and operations manager, AZ, NM, MN, ND, WA, MT 2000-2005

- Oversaw operations for 16 locations in the Central Region of the US with \$28 million in annual revenue
- Managed 16 direct reports with 130 employees

EDUCATION

Carroll College, Waukesha, WI 1992 Communication Major

AFFILIATIONS

Board Member of Auto Glass Safety Council 2020-present