Tim McKinley
EVP & Chief Sales Officer, Cox Automotive

Tim McKinley is chief sales officer at Cox Automotive, a global automotive services and software company whose vision is to transform the way the world buys, sells, owns and uses cars. Tim oversees the entire Cox Automotive sales operation and marketing across the U.S., comprising nearly 2,500 team members.

With 30-plus years of leadership experience, Tim is a visionary leader with robust sales and industry expertise, as well as proven results leading major transformational initiatives in large organizations. In addition, Tim has a passion for developing and engaging employees at all levels which will assist him as he implements new ways to sell across brands, expands opportunities with clients and makes doing business easier across Cox Automotive.

From 2014 to 2019, Tim led the sales organization at Manheim, contributing to revenue growth of $1 billion during a time of tremendous transformation for the company.

Previously, he served as vice president of sales and field operations for Cox Communications commercial services organization in the company's eastern U.S. markets. During this period, Cox Business revenues grew from more than $600 million to more than $1.5 billion for the year ending in 2013 while delivering nearly $1 billion in operating cash flow.

Before joining Cox in 2007, Tim was chief operating officer for The Evermore Group, a boutique consulting firm. He also served as executive vice president of operations for Lynk Systems Inc., an integrated full-service provider of credit and debit card processing services.

Prior to his tenure at Lynk Systems, Tim served in progressive leadership roles during a 21-year career with Sprint, ultimately leading a team of 3,500 who provided all of the business support services for Sprint Business.

Tim received a bachelor's degree in Political Science from the University of West Florida and is an accomplished public speaker. In addition, he has completed numerous executive development programs including Executive Development in Organizational Change Management at MIT Sloan School of Management and the Cox Communications Executive Development Program through the Terry College of Business at the University of Georgia.

Tim is a past board member for Rebuilding Together (formerly Christmas in April), past board member for the Atlanta Telecom Professionals and has devoted time to Habitat for Humanity, Junior Achievement and Georgia Special Olympics. He makes his home in Atlanta, Georgia.