



Greg Fuqua

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122 Spring Valley Lane Sharpsburg, GA 30277

Profile

I am a passionate and highly motivated entrepreneur, sales professional, and professional auctioneer with over 24 years of experience in public speaking, B2B sales, heavy equipment and automobile auction environments, including valuation, online and tech based operations, operational structure, inventory management, and customer relations.

Experience

EFFICIENCY CONSULTANT, CIVIL SITE SERVICES INC - 2019-2020

I spent 18 months evaluating and assisting in the implementation of policy/practice changes to help streamline efficiency and eliminate waste.

REGIONAL SALES MANAGER, BIDADOO INC - 2018-2019

I was responsible for establishing and managing the company's presence in GA, AL, FL, TN. The company had no previous presence in the SE United States, and wanted to expand their reach and their brand. I initiated several key relationships with customers and vendors/suppliers, as well as established a presence with trade groups and regional business organizations.

GLOBAL AUCTIONEER/BRAND AMBASSADOR , RITCHIE BROS AUCTIONEERS INC – 2001-2017

I was responsible for conducting auctions in The United States, Mexico, Panama, The United Kingdom, France, Spain, Germany, Italy, The Netherlands, Greece, Portugal, Turkey, Dubai, and Australia. Ritchie Bros specializes in the sale, by auction, of construction, mining, forestry, transportation, and support equipment. Additionally, I cultivated customer relationships, assisted in all areas of auction operations, and assisted in valuation and appraisal.

TRUCK & EQUIPMENT MANAGER, ADESA ATLANTA (ADT AUTOMOTIVE) – 1999-2001

I coordinated and managed the day to day operations of acquiring, inventorying, reconditioning and selling, at auction, transportation and construction equipment, including assets from Mercedes Benz Credit Corp, Southern Company, Paccar Financial, and others.

PRESIDENT, FUQUA AUCTIONS – 1995- CURRENT

As a professional auctioneer, I founded Fuqua Auctions mainly as a means to give back to my community through my involvement in charity fund raising activities. I do, however, conduct local specialty auctions from time to time, as the need and my schedule allow.

FACTORY MANAGER, SOUTHERN STATES VEHICLE AUCTION – 1993-1999

I was responsible for managing the relationship between SSVA and Daimler-Chrysler. I coordinated and managed the redistribution of vehicle assets from Daimler-Chrysler, including acquiring, inventorying, reconditioning, staging, and selling, at auction, factory vehicles from rental car companies.

Education

Auburn University – Marketing 1989-1992

Missouri Auction School – Auctioneer Specialty Course 1995

Activities/Community Involvement

YOUTH BASEBALL COACH 2009-CURRENT

I have enjoyed the opportunity to put my knowledge to work as a coach and mentor for several teams/organizations, including Sharpsburg Youth Baseball, USSSA, Training Legends, and Perfect Game affiliated teams.

CHARITY AUCTIONEER/ FUND RAISER

I was blessed to be involved in several non-profit/charity and professional association organizations and use my talents to manage and execute the acquisition, organization, and selling of charity auction events. Organizations include Southwest Christian Care, National Utility Contractors Association (Scholarship Fund), GA Utility Contractors, GA Road Builders Association, Children's Tumor Foundation, FL ALS Association, American Rental Association.

Skills

- *Clear and effective communication
- *Adaptability
- *Public speaking
- *Team player
- *Competent in technology and application
- *Entrepreneurial and able to recognize new opportunities
- *Relationship cultivation and management
- *Can pull my weight in a golf scramble.

References

E.R. Butch Graham - Retired Senior Auctioneer for Ritchie Bros Auctioneers, Owner
Graham Real Estate LLC, Former board member of IPLOCA

409 West Main Marlow, OK 73055 580-658-9095

David Rush - COO/Owner, Direct Auction Services LLC

PO Box 434 Tyrone, GA 30290 770-231-7794

Randy Daughtry - Communications Director, Southside Church

2 Piedmont Drive Newnan, GA 30265 770-331-5458

Steve Nethery - President, Artec Tractor & Equipment

7421 Highway 5 Nauvoo, AL 35578 205-384-9570

Bob Leavy - Senior Vice President and Partner, Flagler Construction Equipment

8418 Palm River Road Tampa, FL 33619 813-390-8400

Additional references available upon request.