

Cars.com Names Doug Miller as Chief Revenue Officer

Former sales leader at Expedia, Ticketmaster and LivingSocial brings proven track record for driving growth and building high-performing teams in technology, media and marketplace businesses

CHICAGO, Aug. 8, 2018 /PRNewswire/ -- Today, Cars.com (NYSE: CARS) President and Chief Executive Officer Alex Vetter announced that Doug Miller, a seasoned marketplace executive with more than 20 years of experience building digital businesses, has been appointed Chief Revenue Officer, succeeding John Clavadetscher. The move fuels the company's growth agenda, adding a seasoned executive with experience growing, scaling and expanding multiple marketplace businesses.

"Doug is a key addition to our executive leadership team, bringing deep experience from technology, media and marketplace businesses using data to unlock new sources of revenue," Vetter said. "Doug's strength is running large global sales teams and transforming organizations for growth. I am confident he will be instrumental in delivering our growth strategies to expand our suite of digital solutions and increase our customer network."

Miller now oversees all of the Company's sales channels. This entails managing and growing strategic relationships with more than 20,000 local automotive dealers and partnerships with national dealer groups and more 30 car manufacturers.

Prior to joining Cars.com, Miller was the Chief Executive Officer of Chatbox, an early stage technology company that created a messaging platform for sales and service teams to chat and exchange structured data with customers, ultimately embedding the technology into the AI-powered chatbots of a Fortune 50 company. Miller also served as Chief Revenue Officer at online consumer marketplace LivingSocial where he helped grow the company from a small start-up to a global enterprise with nearly \$2 billion in sales. Previously, Miller held executive positions at Expedia, Ticketmaster and Citysearch, and he has extensive experience leading large sales and strategy teams as well as integrating acquisitions.

"I'm thrilled to join CARS during this transformational time. I'm inspired by the culture of innovation and growth and the significant opportunity ahead," Miller said. "My career has been dedicated to building and expanding customer relationships within the consumer tech space, so I'm looking forward to expanding and deepening dealer relationships at Cars.com in this new role."

"John Clavadetscher has been an important architect of the Cars.com business. We are grateful for all that he has contributed to Cars.com and we thank him for his nearly 20 years of service to the company, the business and the industry," Vetter said.

About Cars.com

[Cars.com](http://www.Cars.com)™ is a leading two-sided digital automotive marketplace that creates meaningful connections between buyers and sellers. Launched in 1998 and headquartered in Chicago, the company empowers consumers with resources and information to make informed buying decisions and enables advertising partners with innovative digital solutions and data-driven intelligence to increase inventory turn and gain market share. A pioneer in online automotive classifieds, the company has evolved into one of the largest digital automotive platforms, connecting thousands of local dealers across the country with millions of consumers. In 2018, Cars.com acquired Dealer Inspire®, a company that builds technology that helps future-proof dealerships for changing consumer behaviors and makes the car buying process faster and easier.

[Cars.com](http://www.Cars.com) properties include [DealerRater](http://www.DealerRater.com)®, [Dealer Inspire](http://www.DealerInspire.com)®, [Auto.com](http://www.Auto.com)™, [PickupTrucks.com](http://www.PickupTrucks.com)® and [NewCars.com](http://www.NewCars.com)®. For more information, visit www.Cars.com.

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