

EXECUTIVE BIOGRAPHY



Stephen Koons
Vice President, Strategic Business Development

Stephen Koons is the Vice President of Strategic Business Development for AutoWeb Communications Inc., a global provider of data exchange services. Mr. Koons is responsible for strategic business development including partnerships, acquisitions and corporate tactics programs that are focused on allowing AutoWeb to achieve aggressive growth targets.

During his tenure at AutoWeb, Mr. Koons has been responsible for many great achievements including corporate product development as well as architecting strategic alliances that have helped drive significant corporate growth.

Prior to joining AutoWeb in 2004, Mr. Koons was the Vice President of Sales at both BRT Inc. and Silenus Group. As vice president he was responsible for all facets of multi-million dollar sales organization including the development of solution oriented sales efforts for complex software applications and IT services, as well as leading corporate marketing efforts.

Previous positions include Large Account Manager for AT&T where he was responsible for the sale of voice and data services for large AT&T corporate clients. He also has held several Client Relationship Management and Business Development roles for EDS in both North America and in Europe.

Mr. Koons, a Michigan native, has a bachelor of science degree in employment relations from Michigan State University and has also completed an executive education program on negotiations at Harvard University.