

The Revolution in Retail and After-Sales Has Begun, Says Howard Wilner of Sudbury, MA

This Press Release is written to inform the readers that Howard Wilner of Sudbury, MA believes the revolution in automotive retail and after-sales has begun.



Massachusetts, Framingham, Jan 22, 2021 (Issuewire.com) - 2021 will be an exciting year for the automotive industry. According to **Howard Wilner of Sudbury, MA**, who is an experienced automotive industry expert, the dealership closures as a result of the pandemic led to an increased focus on online sales, with many carmakers, such as Volvo and Daimler setting targets to sell a substantial part of their volume online in the next five years.

However, the motivation behind this lies deeper than the pandemic, says [Howard Wilner of Sudbury, MA](#). While leading the transition to EVs & autonomous drive, top carmakers have also realized that this involves a significant reduction in the after-sales revenue for their dealers. He further states that today Tesla doesn't need regular servicing intervals and hence it is likely that other carmakers will follow the same path. Therefore, the sharp EV penetration rise in Europe in 2020 has already triggered the beginning of a redefinition process for retail & after-sales. Wilner believes that most of this will lead to the old-style cost-cutting; however, the most innovative incumbents will most likely transform the way they sell cars & attend to customers' needs. Also, this will involve utilizing the digital platform for interacting with customers and satisfactorily addressing their needs.

About Howard Wilner

Howard Wilner is an experienced business development professional. Having received his education from the Massachusetts Bay Community College and the Boston College, Howard has been active in the automotive industry for a long time now. He has a strong command in automobile site acquisitions, automobile inventory management, negotiation, coaching, sales, and automotive repair.

Howard Wilner has also been a part of several organizations including - the Charter Oak Country Club, Boston College Club, NHREIA, New England Society, and Automotive News Professional Community. He also volunteered with Rotary International for three years.





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