

# Andrew Gilleland



Andrew Gilleland is senior vice president of automotive operations at Toyota Motor North America where he is responsible for leading all sales, market representation, marketing and customer relations activities for the Toyota and Lexus brands, and for Puerto Rico and Mexico.

Prior to this role, Andrew Gilleland served as group vice president and general manager of the Lexus Division, responsible for all aspects of U.S. Lexus automotive operations, including sales, marketing, customer service and dealer operations.

Gilleland has also served as vice president of sales operations, Toyota Division, responsible for national sales, regional offices, dealer development and its certified pre-owned vehicle program.

Additionally, Gilleland served as the vice president of sales and dealer development for the Lexus Division, responsible for national sales, area offices, dealer development, certified pre-owned vehicle program and Lexus College. He was also the vice president of One Toyota Competitiveness for TMNA where he was responsible for looking at the new organization consolidating into the Plano, Texas headquarters, and finding new ways to improve, or kaizen, the competitiveness of TMNA.

Gilleland joined Toyota in 1993 and worked in the regional sales offices in the Chicago Region and the Lexus Southern Area. He served as assistant general manager and general manager of the Cincinnati Region, general

manager of the Central Atlantic Toyota Region, and vice president of the Scion Division, the youth marketing laboratory of Toyota Motor Sales, U.S.A.

In the early days of Scion, Gilleland served as the National Field Operations Manager from 2003 to 2005.

Gilleland holds a bachelor's degrees in economics and marketing from Appalachian State University in Boone, N.C.