



Jay Oakman

Chief Government Affairs & Strategy Officer

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Jay Oakman serves as Chief Government Affairs and Strategy Officer at ABC Companies, where he leads the company's policy advocacy, corporate strategy, and efforts to grow and diversify its portfolio of products and services. His work sits at the intersection of industry leadership and business execution, shaping how ABC navigates the policy environment while strengthening OEM partnerships and expanding the value delivered to customers across private and public transportation markets.

In this role, Jay leads ABC's legislative and government affairs efforts, working closely with elected officials, regulators, and national industry associations to advocate for fair trade policy, infrastructure investment, and a stronger transportation sector. He brings a practical perspective to this work, connecting policy outcomes to real business impact and positioning ABC as both an industry voice and a trusted commercial partner.

Jay also leads the company's corporate strategy, with a focus on how ABC collaborates with manufacturer and OEM partners and continues to expand its offerings across vehicle sales, service, parts, and emerging transportation solutions. His background in operational leadership brings a clear understanding of how strategy translates into execution across ABC's North American footprint.

Over more than two decades with ABC, Jay has held several leadership roles, including Director of Key Accounts, Vice President of the Commercial Group, Senior Vice President of Commercial Operations, and Chief Operating Officer. In each role, he has played a hands-on part in strengthening customer relationships, scaling the business, and building partnerships that support long-term growth.

He holds a Bachelor of Arts in Political Science and Religion from Hampden-Sydney College and lives in Central Florida with his wife and three children.

LinkedIn Version:

As Chief Government Affairs and Strategy Officer at ABC Companies, I lead our policy advocacy and corporate strategy, with a focus on how we grow, diversify, and continue delivering value to customers across the transportation industry.

On the government affairs side, I work with policymakers, regulators, and industry associations to support fair trade policy and long-term investment in transportation. That work is closely



connected to our broader business strategy, particularly how we build and evolve our relationships with OEM and manufacturing partners.

My background in operations shapes how I approach this role. Over more than two decades at ABC, I've seen how decisions made at the policy and strategy level directly impact execution across the business. Keeping that connection clear is a key part of how I approach this work.

My focus is on positioning ABC to navigate what's ahead while continuing to grow in a way that creates long-term value for our customers and partners.