



John Walsh

Chief Commercial Officer

Sept 2026

John Walsh serves as Chief Commercial Officer of ABC Companies, where he leads commercial strategy, vehicle sales, business development, customer engagement, and strategic partnerships.

John brings more than three decades of executive leadership experience across the transportation, transit, bus, commercial vehicle, and electric mobility industries. His background spans sales, operations, manufacturing, distribution, market expansion, fleet electrification, charging infrastructure, and business transformation across both commercial and government markets.

As Chief Commercial Officer, John is focused on strengthening ABC's commercial growth, deepening customer relationships, and aligning the company's sales and business development efforts with the evolving needs of fleet operators. His leadership supports ABC's continued growth across motorcoach, transit, specialty passenger transportation, parts, service, financing, and lifecycle support.

Prior to joining ABC, John held senior leadership roles with PhoenixEV and Phoenix Motor, EO Charging Americas, Proterra, REV Bus Group, Mobility Ventures/AM General, VPG Autos, Davey Coach, and National Bus Sales & Leasing. Across these roles, he led commercial growth, market entry strategy, dealer and distribution network development, operational improvement, strategic partnerships, and customer development.

John has been involved in several major industry shifts, including the growth of alternative fuels, zero-emission commercial vehicles, charging infrastructure, paratransit mobility solutions, and large-scale bus manufacturing and distribution. His experience gives him a broad perspective on where the passenger transportation industry has been and where customer needs are moving next.

Known for his high-energy leadership style, customer focus, and ability to build strong teams, John brings a practical and growth-oriented perspective to ABC's commercial organization. His



approach is centered on understanding customer challenges, creating business solutions, and building partnerships that support long-term value.

John holds a Bachelor of Arts in Business Administration and Economics from Methodist University. His professional affiliations span leading transportation, transit, clean technology, accessibility, and mobility organizations, including the American Public Transportation Association, the Canadian Urban Transit Association, and the Community Transportation Association of America.

Outside of his professional work, John's interests include golf, tennis, international travel, lacrosse, college football, and cooking.

LinkedIn Version:

I joined ABC Companies as Chief Commercial Officer with a clear focus: strengthening commercial growth, supporting customers, and helping position the company for what comes next.

I have spent more than three decades in the transit bus, commercial vehicles, and electric mobility industries. My experience has taken me across sales, operations, manufacturing, distribution, fleet electrification, charging infrastructure, business transformation, and executive leadership.

What has stayed consistent is the customer.

This industry continues to evolve. Operators are facing new pressures, new technologies, new procurement realities, and higher expectations from the people and communities they serve. The companies that lead will be the ones that understand those changes early and build around what customers need next.

That is what drew me to ABC.

ABC has more than 50 years of history in passenger transportation, but the company is not standing still. It continues to grow across motorcoach, transit, specialty vehicles, parts, service, financing, and full lifecycle support.

In my role, I am focused on leading commercial strategy, strengthening customer engagement, building strategic partnerships, and supporting growth across the business.

Throughout my career, I have led teams and organizations through market expansion, operational change, innovative technology adoption, and customer-focused growth. Those experiences have reinforced my belief that strong commercial leadership starts with listening, building trust, and delivering solutions that make a real difference for customers.

I am excited to be part of ABC's next chapter and to help create long-term value for our customers, partners, employees, and the transportation industry.