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***Tony has a long-standing reputation for excellence in project management, teamwork, and customer satisfaction***

## Tony Costa

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*National Sales Director*

As National Sales Director Tony works with automotive aftermarket distributors to achieve higher levels of successful business growth. With over 4 decades in the automotive aftermarket industry, Tony is an expert in the fast-growing commercial segment. Tony has a long-standing reputation for excellence in project management, teamwork, and customer satisfaction with numerous awards for service, performance and sales.

Before joining IPC Global Solutions, Tony worked at Penray Companies for 7 years and Honeywell's Consumer Products Group for 30 years in various roles including district and national sales. He has led the way in developing highly successful customer focused programs while significantly increasing sales. Since 2015, Tony has played a central role in expanding IPC Global Solutions' ECOGARD brand nationally by delivering compelling and sustainable competitive advantages to distributors and their customers.

Tony has received a Certificate in Sales from the Lacy Sales Institute and has completed numerous continuing education courses including Six Sigma Wave 1 Greenbelt, Assist Training/Salesforce Automation, IBIS Effective Communication Skills and IBIS Fundamentals of Negotiation.

Tony holds an Associates of Science degree in Management from Johnson & Wales University.

*Tony and his wife, Robin, have two children and live in South Yarmouth, Massachusetts. During his time away from work, Tony enjoys fishing, golfing and spending time with his family.*

