# **Eugene Wheeler**





"Your vehicle deserves the best, and that's what we deliver."

Age: **59** 

Work: Vehicle/ Outside

**Storage Owner** 

Family: Married, 3 kids.

Location: **Georgia**Character: **The Creator** 

## Personality



#### **Traits**

Strategic Optimistic Innovative Resilient

#### Goals

- Vehicle information capture (VIN Numbers, registration, insurance, images).
- Intuitive/ interactive Site Map.
- Dynamic unit sizes/ pricing (seasonal or every day).
- Variable services option (Electricity, propane, water, winterization, detailing, etc.).
- Return on investment.

#### Frustrations

- Inconsistent secure data and back ups.
- Limited technology catered towards outside storage.
- Missed revenue opportunity due to lack of reporting.
- Inability to collect insurance document.
- Inability to stay competitive in the local market.

#### Bio

With years of experience in the storage industry, Eugene understands the unique needs and challenges associated with storing valuable vehicles. Driven by his love for automobiles, Eugene meticulously designed the storage facility to cater to the specific requirements of vehicle owners. His attention to detail extends to every aspect of the storage process, from state-of-the-art security systems to careful maintenance protocols. As a hands-on owner, Eugene is dedicated to providing exceptional customer service and building lasting relationships with his clients. He takes the time to understand each vehicle owner's preferences and requirements, ensuring that their prized possessions are treated with the utmost care and respect. Beyond storage services, Eugene also offers additional amenities and services to enhance the customer experience. commitment to continuous improvement is evident in his ongoing efforts to stay updated with the latest industry trends and advancements.

#### Motivation

Fear
Growth
Achievement
Social

#### Brands & Influencers







### Responsibilities

Tenant Management

Accounting

Revenue Management

Communication