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VERIZON INDYCAR SERIES

Jay Frye

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President of Competition and Operations, INDYCAR

Jay Frye was named INDYCAR President of Competition and Operations in November of 2015 and leads all operations, competition, and technical matters for the Verizon IndyCar Series, with a focus on ensuring the series delivers best racing product possible. Frye originally joined the company in 2013 as Chief Revenue Officer of Hulman Motorsports and led the combined team of INDYCAR and Indianapolis Motor Speedway sponsorship sales, licensing and account services. In 2014, the team secured the INDYCAR title sponsorship agreement with Verizon, as well as the addition and expansion of several other corporate partners including TAG Heuer and Panasonic.

Prior to joining Hulman, Frye was the vice president and general manager at Red Bull Racing's NASCAR team (2008-2011), which produced two points wins, 10 pole positions and a Cup Chase position in 2009. During his first year with the team, the Frye-led Red Bull Racing won the Showdown at Charlotte, launched its own in-house chassis program and earned its first pole at Michigan. Frye was named 2008 NASCAR Executive of the Year by ESPN and the Kansas City Star. A year later came two monumental achievements – a berth in the Chase and the team's first victory when Brian Vickers drove the No. 83 car into the winner's circle at Michigan International Speedway.

Frye was also chief executive officer and general manager of MB2 Motorsports from 1996-2007. While at MB2, the team earned two wins, nine pole positions and had 95 top-10 finishes from a driver lineup that included Mark Martin, Ken Schrader, Ernie Irvan, Sterling Marlin, Joe Nemechek, Johnny Benson and Jerry Nadeau. He started the racing company in 1996 when he was 31 and became a partner in 2004. Under his leadership, the organization grew from a single-car NASCAR Cup team of 10 employees in an 8,000-square-foot shop to a multicar operation with more than 200 employees in a state-of-the-art, 180,000 square-foot shop in Mooresville, N.C.

In July 2000, Frye spearheaded an industry first, when MB2 purchased a second team (Tyler Jet Motorsports) and negotiated a sponsorship/ownership package with the Valvoline Company. Valvoline became the first consumer products company to double up as a primary sponsor and owner with a 50 percent share of the team. During his tenure with the team, Frye was instrumental in securing sponsorship deals with elite brands such as M&M Mars, U.S. Army, Waste Management and Chevrolet.

Prior to his executive role on the NASCAR team side, Frye worked at Valvoline Racing and his extensive sales and marketing experience began with a variety of roles at Anheuser-Busch Inc.

Frye, a native of Rock Island, Ill., graduated with a marketing/education degree from the University of Missouri, where he played tight end and offensive tackle for four years for the Tigers' football team. He and his wife, Danielle, have two daughters.

