

Michael Van Voorhis

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Experience:

July 2017 to
December 2019

Territory Sales Manager

**Commercial Systems Group, Total Repair Automotive Computer System
NAPA Charlotte & Columbia, Genuine Parts Company, Atlanta, GA**

Responsible for software sales, installation, and training. Provided a market leading shop management system including labor estimating, repair information, invoicing, accounting, procurement, and inventory management to highly competitive automotive and fleet repair businesses. The system increased each shops productivity, customer satisfaction, and profitability.

- Continually increased sales of our new Microsoft SQL based TRACS Enterprise system.
- Upgraded legacy system customers to the new TRACS Enterprise system.
- Sold 38 Enterprise Systems to new customers in 2019.

January 2001
to June 2017

District Sales Manager

**Balkamp Sales Group
NAPA Charlotte, Genuine Parts Company, Atlanta, GA**

Responsible for continually increasing sales of over 50 automotive product lines representing 20 different manufacturers from the NAPA Charlotte distribution center to 101 independently owned NAPA Auto Parts Stores and sales out of 26 company store and integrated supply operations.

- As part of a team, increased sales from \$6.5M in 2002 to \$16M million in 2017
- Planed, coordinated, and supervised the resetting of independent NAPA sales areas
- Conducted Formal Customer Care Associate Training with Store Personnel
- Conducted formal Product Knowledge Meetings & Counterman Clinics

January 2000
to Dec 2000

**Outside Sales Representative, Charlotte, NC Area
Bowman Distribution, Barnes Group Inc. Bristol, CT**

Responsible for the sales of Maintenance, Repair, and Operating (MRO) supplies to assigned industrial, fleet, and automotive accounts. Responsible for cold calling on & developing new industrial, fleet and automotive accounts.

- Ranked #7 out of the 200 newly hired salesmen
- Ranked #1 in new business out of the 200 newly hired salesmen

April 1996
to Dec. 1999

**Inside Sales Representative
Industrial Supply Solutions, Inc., Salisbury, NC.**

Responsible, for the sale of maintenance, repair, and operating (MRO) supplies to industrial accounts. Backed up countermen for walk-in customers. Responsible for buying non-stock products and determining whether non-stock items should be placed in inventory based on customer need and economies of scale.

- Increased my personal sales from \$482,880 in 1997 to \$910,681 in 1998, and to over \$1 Million in 1999.
- Converted from manual order forms to direct computer input.
- Established EDI order receipt procedures for large corporate accounts.

January 1995
to March 1996

District Sales Manager

United Brake Parts, NAPA Charlotte, Brake Parts, Inc. McHenry, IL

Responsible for the sale of automotive and truck brake system parts through the NAPA distribution channel. Provided technical training for both the NAPA distribution channel and the installer.

- Increased sales from \$1.63 million in 1994 to \$1.96 million in 1995
- Increased the level of technical training and support in my area
- Obtained ASE certification in both automotive and truck brake systems

March 1994
to Dec. 1994

Production Supervisor

Performance Friction Corp., Clover, SC

Responsible for the supervision of 90+ production employees in the manufacture of automotive and truck disc brake pads.

- Within six months, increased 2nd Shift productivity from \$1.2M to \$2.2M
brake pads per month.
- Decreased the number of accidents on second shift by twofold.

June 1992 to
to Jan. 1994

Buyer

Alcoa, Badin, NC

Responsible for non-stock purchases, including capital material acquisitions and MRO supplies, supporting an aluminum processing facility. Responsible for negotiating, establishing, and administering contracts for blanket order release agreements, engineering and consulting services, maintenance and repair services, and transportation services.

- In 1993, purchased \$11.9 million in non-stock materials and services
- Developed and implemented integrated supply, strategies, reducing the vendor base, and decreasing administrative costs
- Implemented Department of Transportation hazardous material training requirements

November 1990
to May 1992

Maintenance Planner & Scheduler

Alcoa, Badin, NC

Responsible for planning and scheduling maintenance operations for unit supervisors and 17 general mechanics in support of an aluminum smelting plant.

- Developed and implemented planning & scheduling procedures
- As part of a team implemented Flour Daniels's Computerized Maintenance Management System.

January 1987
to Oct. 1990

Officer

**1st Battalion 37th Armor, Katterbach & Vilseck, Germany
United States Army Europe**

Tank Platoon Leader, Tank Company Executive Office, Assistant Battalion Operations Officer

- Received the Army Achievement Medal for service during REFORGER '87
- Received the Army Commendation Medal for Excellent Service

Education:

B.S. Industrial Technology, Electronics

Eastern Illinois University, 1986

- Minor in Military Science
- Received the American Legion Medal for Academic Excellence
- Received the Association of the World Wars Medal for Merit