

Michael Van Voorhis

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Experience:

July 2017 to
December 2019

Territory Sales Manager

Commercial System Group, Genuine Parts Company, Charlotte, NC

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. Responsible for sales, software and hardware installation, training, and customer follow-up.

- Continually increased sales of shop management system to new customers.
- Upgraded existing legacy system customers to the newer shop management system.
- Worked with distribution center management to coordinate sales efforts.
- Worked with an integrated sales team to identify prospects and secure sales.

January 2001
to June 2017

District Sales Manager

Balkamp Sales Group, Genuine Parts Company, Charlotte, NC

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

- Increased product line sales from \$6.5M in 2002 to \$16M million in 2017.
- Planned, coordinated, and supervised the resetting of independent store retail sales areas.
- Conducted formal retail sales training with store managers, and assistant store managers.
- Conducted formal product knowledge meetings & informal counterman clinics.
- Worked with outside sales representatives to call on customers and introduce new products.

January 2000
to Dec 2000

Outside Sales Representative

Bowman Distribution, Barnes Group, Charlotte, NC

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.

- Quickly developed as an Outside Salesperson
- Maintained existing customer base.
- Increased new customer sales.
- Ranked #1 in new business out of 200 newly hired salespeople.

April 1996
to Dec. 1999

Inside Sales Representative

Industrial Supply Solutions, Salisbury, NC.

Responsible, for the sale of maintenance, repair, and operating supplies to industrial accounts. Responsible for purchasing non-stock products and determining whether non-stock items should be placed in inventory based on customer need and economies of scale.

- Continually increased my personal sales performance.
- Converted from manual order forms to direct computer input decreasing administrative costs.
- Established electronic data interchange order receipt procedures for large corporate accounts.

January 1995
to March 1996

District Sales Manager
Brake Parts, Incorporated, Charlotte, NC

Responsible for the sale of automotive and truck brake system parts under the United Brake Parts brand through the NAPA Auto Parts 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 Corporation, 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 by 83.3% by hiring the right personnel.
- Decreased the second shift accident rate by developing more stringent safety procedures.

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.

- Participated as a member of the plant safety committee.
- Secondary responsibility as the plant transportation coordinator
- 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 maintenance planning & scheduling procedures.
- As part of a team implemented Flour Daniels's Computerized Maintenance Management System.
- Worked with the purchasing department to implement kits for major equipment rebuilds

January 1987
to Oct. 1990

Officer
1st Battalion, 37th Armor, Rose Barracks, Vilseck, Germany
United States Army

Tank Platoon Leader
Assistant Battalion Operations Officer
Tank Company Executive Office

- Promoted to 1st Lieutenant
- Received the Army Achievement Medal for Service during Operation Certain Strike
- Received the Army Commendation Medal for Excellent Service

Education: **Bachelor of Science, Industrial Technology, Electronics**
Eastern Illinois University, 1986