

Randy K Smith
Vice President of Used Trucks/Bus
Summit Truck Group

Time in the Business: 15 years
UTA Membership: 12 years

Randy Smith started in the truck business in 2002 as a used truck salesperson for the Murphy Hoffman Corporation (MHC), a commercial truck dealer group (predominantly selling Kenworth and Volvo trucks). He quickly reached top 10 sales in his first year and stayed in the top 5 throughout his tenure with MHC. During his 2nd year at MHC, Smith helped design and implemented a used truck manager training program, and was promoted to Used Truck Manager the following year.

In October 2012, Smith joined Diamond Companies, a commercial truck dealer group (predominantly selling International trucks), as the used truck manager. The following May, he was promoted to Vice President of Used Truck Operations for Diamond, where he was responsible for training and developing a team to compete in both the retail and wholesale markets. During this time, Smith was recognized by Navistar's Used Truck Organization as a Diamond Club recipient for attaining training and sales goals. In January 2014 Smith was promoted to Vice President of Used Trucks/Bus for Summit Truck Group, the position he holds today. Summit Truck Group resulted from the merger of Diamond Companies and Roberts Truck Center, and currently operates 33 locations in 27 markets across 8 states. In his current role, Smith is charged with training and developing a sales team to achieve Summit's sales and profit objectives.

Throughout his career in the truck industry, Smith has maintained a simple business philosophy. "Customers do business with people they know, like, and trust; so, as a salesperson, you first need to listen, and then always be responsive and do what you say you will do." Smith loves the truck business and being part of Summit Truck Group. "Although Summit has grown to nearly 1,400 employees, we still function as a close-knit group, even more so since the opening of the Central Support Office (CSO) in Lewisville, Texas," said Smith. He adds, "I enjoy what I do and who I work with. You can't ask for more than that."

Smith is strongly committed to giving back to the community, past participation includes a number of organizations, the American Heart Association, Boys & Girls Club Alumni Association, the March of Dimes, United Way, Kiwanis, Abilene Girls School, Job Service Employer Committee, Lion's Club.

Smith and his wife, Maggie live in the Dallas area. Their daughter Tia is currently serving our country in the Navy. Smith also has a son, Jason, and 3 grandchildren.