

David A Smith

Married to Jacquelyn Smith (one of the Charlies Angels she tells me)

I have two daughters Summer and Saylor 21 and 18.

I have been in the transportation industry for 21 years and counting. I started my first job with Caravan Trailers in Kansas City, MO with a very limited knowledge about the trailer/truck industry. After a crash course on trailer mechanics, I was handed a yellow page directory with a simple "Here are your clients, go find them." Because of my humbling beginning, it has made me not only appreciate the transportation industry but the clients I have been able to help along the way.

After 8 years of learning the industry and gaining a strong client base with Caravan, I decided to pursue a new career path with TransAm Trucking as Director of Used Equipment Sales. To better understand the industry, I invested time in educating myself on the equipment and earning my CDL. They say time flies when you are having fun, and I can honestly say the last 14 years at Transam Trucking have flown by, because I genuinely enjoy what I do. Each and every day is exciting because it gives me new opportunities to build lasting relationships with clients and help them grow their business with quality equipment. Since I work with a fleet, I like to tell clients "I only work with one flavor of ice cream to sell. And it either works for your needs or it doesn't." By creating an honest relationship with the client from the get-go, I am able to listen to their needs and if I can't assist, I am able to connect them with the many resources I've been able to make through UTA. I take special care and consideration with every sales relationship I have. This is based on the principle, that people always remember how you treated them and 9 out of 10 times will return the favor by referring someone back to you. Reflecting on the last 21 years, I feel very blessed that I have had the opportunity to touch people's lives and help them grow their business. I am very thankful that TransAm gives me the empowerment to always do what is right for the company and the customer.