

Randy K. Smith

Present Position: Lease & Rental Used Asset Manager, Summit Truck Group

UTA Experience: Randy has been a UTA member for 15 years and was nominated three times (2015-2016-2017) for the UTA Individual Member Award.

Randy 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 in sales in his first year and stayed in the top five throughout his tenure with MHC. During his 2nd year at MHC, Randy designed and implemented a used truck manager training program and was promoted to Used Truck Manager the following year.

In November 2012, Randy joined Diamond Companies, a commercial truck dealer group (predominantly selling International trucks), as 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, Randy was recognized by Navistar's Used Truck Organization as a President Club recipient for attaining training and sales goals.

In January 2014, Randy was promoted to Vice President of Used Trucks/Bus for Summit Truck Group and in January 2015, he was promoted to Senior Vice President of Vehicle Sales for Summit Truck Group, a position he held through the end of 2019. Today, Randy is responsible for managing the used assets for Summit Idealease. Summit Truck Group resulted from the merger of Diamond Companies and Roberts Truck Center and now operates 26 locations across seven states.

Throughout his career in the truck industry, Randy 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." Randy loves the truck business and being part of Summit Truck Group. "Although Summit has grown to nearly 1,000 employees, we still function as a close-knit group, even more so since the opening of the Central Support Office (CSO) in Lewisville, Texas," he said. He adds, "I enjoy what I do and who I work with. You can't ask for more than that."

Volunteer Experience

Randy is strongly committed to giving back to the community through participation in a number of organizations, including the American Heart Association, Boys & Girls Club Alumni Association, the March of Dimes, United Way, Kiwanis, Abilene Girls School, Job Service Employer Committee, the Lions Club, and various regional organizations.

Personal Background

Randy and his wife, Maggie, live in the Dallas area. They have two children, a daughter Tia, who is currently serving on the USS Nimitz, a son, Jason, and 3 grandchildren.