

Michael Hooks

Education

University of Georgia
B.B.A. Marketing with Minor in Transportation and Distribution

University of Michigan
Executive Sales Management and Leadership Course

Rapport Leadership International
Leadership Breakthrough I

United States Marine Corps
Officer Candidate School / Platoon Leaders Class Sales

Work experience

March 2024 – Present American Sales Technology
Regional Sales Manager

2022 – March 2024 Bendix C.V.S.
National Account Manager

- Managed corporate to corporate aftermarket aspects for Volvo Mack and FleetPride
- Negotiated and implemented new L.T.A. with FleetPride

2020 – 2022 ZF -WABCO
OES/IAM Field Sales Team Lead

- Simultaneously held Southeast and Northeast Regional Manager positions before advancing to IAM Field Sales Team Lead and then to OES/IAM Field Sales Team Lead.
- Instrumental in establishment and development of ZF-WABCO's aftermarket sales teams.

2013 – 2020 Horton Holdings, Inc
Director of Aftermarket Sales

- Held Regional Sales Manager and then Aftermarket Sales Director positions.
- Negotiated and improved sales agreement terms and relationships with the nation's top 2 national buying groups, the 2 largest independent aftermarket distributors, as well as with fleets such as U.P.S.

1993 – 2013 Donovan Enterprises
Vice President and National Sales Manager

- Advanced from Field Sales Representative to Sales Manager, General Manager and eventually to Vice President and National Sales Manager.

1989 – 1993 United States Marine Corps
Lieutenant

- Platoon Commander and veteran of Operation Desert Shield and Desert Storm.