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DALLAS, TEXAS (November 2020) -- America's Auto Auction has announced that Mechelle Montgomery, Fleet/Lease Manager at America's Greenville auction, has received the company's November Spotlight Award. She has worked for the auction since 2007, and is currently serving as the fleet/lease manager.

Montgomery's auction career began right after the New Year of 2007, when she took a part-time job at America's Auto Auction Greenville as a cashier on sale day. Just three weeks later she found herself working full time in the front office, and she soon added telemarketing to her auction responsibilities.

One day a few months later a company vice president was in the office and listened to her as she talked with customers about the upcoming sale. Montgomery remembers his response: "You keep that up, and I'll put you in sales." The next week he did, and by the end of her first year at the auction she was visiting dealers.

Her work in the sales department inevitably included contacts with the fleet/lease department and the auction's commercial customers. In 2014 she was named fleet/lease manager.



*Mechelle Montgomery  
Fleet/Lease Manager  
America's Auto Auction  
Greenville*

"The auction business is a great one," said Montgomery. "I love the 'chase' to get new accounts, and I enjoy the relationships we have built with our customers. Sale day, even in COVID times, is a thrill, and when you have a great sale and the customers are happy, there's nothing better."

Working in an environment where co-workers consider themselves as extended family and southern hospitality reigns supreme makes work a pleasure, says Montgomery, and has helped the entire staff overcome the hurdles posed by the changes in the market resulting from the pandemic.

“America’s is all about customer service, which fits right into my personal philosophy,” says Montgomery. “Whether a customer sells 100 cars a month or just one, we treat everyone with the same kindness, the same respect, and we value their business. The people who work with me love the company, love their work, and love their customers. That all makes my job a piece of cake.”

Jeff Easterday, general manager at America’s Auto Auction Greenville praises Montgomery for her skill in relating to and working with customers. “Mechelle has what it takes to be a great fleet/lease manager,” said Easterday. “She makes it a point to really know and understand every one of them, she’s attentive to detail and great on follow up. She always does what’s best for the client, which makes our customers happy, and makes everything run smoother at the auction.”



*Tammy Swofford  
National Sales Director  
America's Auto Auction*

“Mechelle is a firecracker, a real mover and shaker, who puts her full energy into everything she does,” agrees Tammy Swofford, National Sales Director for America’s Auto Auction. “She is also a tremendous team player, not only helping sister auctions with potential business, but always reaching out to me with information or leads that would benefit us on the national level. Our clients, her colleagues at America’s Greenville, and her counterparts at other AAA auction locations all admire her and appreciate her contribution to the business of buying and selling vehicles at the auction. Her dedication and loyalty to Americas Auto Auction is invaluable, and she plays a big role in our success.”

Founded in 2005, America’s Auto Auction, Inc. is the third-largest auto auction company in the United States with 23 locations. Additional information on all of the America’s Auto Auction facilities can be found at [www.americasautoauction.com](http://www.americasautoauction.com).