

AAIA®
HEAD OF THE
CLASS AWARD



2011 AWARD WINNING PROGRAMS



Olympus Imported Auto Parts

5200 Eisenhower Ave., Suite 210, Alexandria, Va.

Olympus Imported Auto Parts was selected for the jobber category due to the company's wide array of education and training opportunities for employees. The methods of training may differ by department but there are common elements across all the Olympus employee teams – delivery, warehouse, sales, accounting as well as managers and those in other leadership positions. Olympus provides manuals, handbooks, training DVDs, PowerPoint presentations and other training materials for the various departments outlining what is needed for a person to excel at his job. Training progress reports are completed and reviewed and there are regularly scheduled department meetings to discuss a variety of topics including sales, safety and operational issues. Olympus utilizes a library of handouts and videos, including videos created in-house. For new employees, there is on-the-job training and a steady progression of learning tasks. Cross training is strongly emphasized. Olympus provides ASE and AIA Import Parts Specialists certification tests. Olympus reimburses staff for college level and other courses related to a person's specific job. There are dedicated computers at every location for training access. Leadership training, including an in-house study of the "7 Habits of Highly Effective People" and membership in a national seminar group, is made available. What is Olympus' ROI? The company has seen increased sales, customer trust, a high regard for the company, great employee attitudes and an exceptional work ethic as well as higher profit per employee." 🍏