Todd Mechalchuk, Associate, M&A



When Todd Mechalchuk pivoted into automotive in 2003, he fell in love with the business right away and enjoyed success almost immediately.

On his first day on the job, he sold a car. Two months later, he achieved 'salesman of the month' status and went on to capture that award 14 times in 23 months of sales. As a result, he was promoted to new vehicle sales manager and helped build that dealership from a seventh place retail dealer in Edmonton into a top three Dodge retailer.

Born in Prince Rupert, BC in 1980, Todd hails from a commercial fishing family, which relocated to the Comox Valley, on Vancouver Island in 1992. He grew up working on commercial fishing boats across the west coast of BC on his father's trawler. Prior to entering the car industry, Todd also worked in construction, logging and landscaping.

Throughout his 22-year career in automotive, Todd has excelled as a salesperson and in various management / executive roles. His leadership and business acumen have helped dealerships – large and small – improve their financial performance and customer satisfaction indexes. Todd has exemplary record of success in all facets of OEM dealership operations, from financial statement analysis, forecasting and fixed operations to inventory management, executive coaching, team development and training. He has served as Director of Sales at Legacy Auto Group, as General Manager at Jim Pattison Auto Group, and as Dealer Principal at AutoCanada Chilliwack Volkswagen.

Todd's proven areas of expertise, coupled with his insider knowledge of the industry and his extensive network of contacts in western Canada, give him a competitive edge in automotive mergers and acquisitions.

"I've enjoyed every stage of my career in automotive," says Todd, who recently joined Dealer Direct Canada as an M&A Associate, representing western Canada. "I'm excited to be part of the DDC team, and I look forward to advising dealers on their entry and exit strategies."

When he's not working, Todd enjoys spending time with his three sons and with friends, golfing, travelling and engaging in watersports activities.

If you are interested in a dealership valuation, a buyer / seller / OEM consultation, strategic advice, or succession planning, please call Todd for a confidential conversation at **250-619-6468** or email: **tmechalchuk@dealerdirectcanada.com**.

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