

About Us

Mission Statement

Northside Auto Sales is in business to sell and finance Virginia inspected, affordable, safe automobiles and trucks at retail. These sales take place in a customer friendly, no pressure sales environment. Our ability to finance these vehicles in house for customers looking to establish or reestablish credit is based on a state of the art scoring system that determines down payments and payment plans. Understanding our customer's needs is paramount to helping us build a strong repeat and referral customer base which is the basic goal of all who work here.

Rob and Kenny have owned and operated Northside since July 5th 1978. They have always taken pride in offering quality cars and service. Repeat customers have always been their goal in building the business over the last 30 years. Nothing gives them as much satisfaction as seeing the children of customers come in and continue the relationship. They give thanks to their loyal customers and great staff that have grown along with them. Administration

Helen Mc Phillips joined the staff in 1998 as the Credit Manager. Her previous experience in Marketing and Sales has been a huge plus in helping customers with their special finance needs. Helen attended several seminars devoted to the Buy here Pay here industry, and was promoted to General Manager in December 2006, and although she still plays a large part in assisting customers she is looking forward to continued growth within the Northside family.

Delia Suarez she has been a part of Northside Auto Sales since 2004, bringing over 13 years of customer service satisfaction and is considered by many as the director of first impressions. She welcomes every customer with a genuine smile and will gladly assist them with their online payment needs. She is also a Notary Public for the Commonwealth of Virginia.

Bruce Soderstrom

11/26/45 - 10/22/06

We'll miss you.

Sales

Melvin Ortez is our Senior Salesman. He is from Honduras originally, and his Spanish language skills are a huge asset to the business. He loves to coach soccer which we sponsor proudly. Last year the C. D. Honduras soccer team got the winning Cup of the League.

Luis Roman started in January 2006 and has brought to the company years of customer satisfaction experience. Luis has adapted well towards our philosophy of no pressure sales.

Luvi Hernandez started with us in March 07 as our first sales women. She has been a resident of Manassas since 1999. Her previous employment with Marriot Corp., Miller Toyota and Wells Fargo has helped her achieve tremendous customer service experience. A friendly personality, she is looking forward to assisting both Spanish and English speaking customers with their next auto purchase.

Service

Servando Briones has moved up to Service Manager. He started full-time employment in June 1999 after working part-time for the previous two years. Servando is your contact for any service related questions. In addition to this responsibility he works directly with the inventory to ensure readiness for sale.

Warnell (Bo) Stewart started with the company in January of 1988. Bo is known to everyone for his friendly smile and kind words that he shares with all. Bo takes primary responsibility for keeping the inventory State and Emissions inspected as well as routing vehicles to various shops for reconditioning.

Joe Glimes uses his technical skills to checkout stock vehicles. He runs our 100 point inspections and ensures that vehicles are in optimum condition for sale.

J. Villalta JV has ten years of auto dealership experience. JV is always smiling and always eager to assist customers in every way.

Lowell Kline is responsible for all touch ups and small cosmetic problems when vehicles are recondition, he will assist you with your purchase questions and or redirect you to the sales team.