



Chris Warlen

Chris Warlen is the National Sales Manager at Truck Master Warranty, a leader in truck warranty sales and risk management solutions. With more than 30 years of experience in the transportation, trucking, logistics, and automotive industries, Chris has built a reputation for leadership, integrity, and delivering results.

Known for his collaborative leadership style, Chris leads by example, focusing on developing people, building strong relationships, and creating long-term partnerships. Throughout his career, he has led sales, logistics, procurement, and business development teams, earning the respect of customers, colleagues, and industry peers for his ability to navigate market challenges, solve complex problems, and drive growth.

Before joining Truck Master Warranty, Chris held leadership roles at truck dealerships, wholesale truck operations, logistics companies, fleet organizations, and equipment acquisition teams. His experience includes managing multimillion-dollar operations, building sales teams, growing transportation businesses, and working closely with dealership owners, fleet executives, and C-suite leaders across North America.

Today, Chris leads Truck Master Warranty's North American sales organization and is recognized for his industry expertise, negotiation skills, and commitment to delivering value for customers and partners.

A member of the UTA for 20 years, Chris credits the organization with providing mentorship, professional growth, and lasting friendships. Through the UTA he has witnessed firsthand the association's impact on promoting ethics, professionalism, and collaboration throughout the used truck industry. He remains committed to supporting dealers of all sizes and advancing the professionalism and collaboration that define the used truck industry.

Grounded in his core values of faith, family, integrity, and service, Chris is most proud of his family and enjoys golfing and spending time at the lake.