

Name

Address • City, State, Zip

Phone • Email

OBJECTIVE or SUMMARY

I am a freight forwarding and logistics professional with a unique combination of leadership and relationship building skills in operations and sales.

SKILLS SUMMARY

- 15+ years of experience in air export operations, field sales, branch and sales management
- Consistent track record of financial target attainment in both sales and operations
- Strong focus on the development and growth of direct reports in all roles
- Collaborator with international and domestic colleagues to drive results for customers

SKILLS AND EXPERIENCE

Sales Management – Area Sales Manager Company X – December 2012 - Present

- Manage 11 sales people over 3 states (NC, SC & FL) with book of business of over \$20mm
- Sales team earned \$100k+ in incentive monies in 2013 which is top 3 of field sales teams
- Successfully led effort to invest in new sales team member in Jacksonville, FL (additional head count)
- One team member has already been promoted internally

Branch Management-District Manager Company X, Raleigh, NC-May 2005 –December 2012

- Full P&L and HR responsibility for branch operations with 25+ people and \$25mm year in revenue
- Won station of the month based on GP attainment 3 times during tenure
- Exceed bottom line budget by \$1mm twice during tenure
- Was able to promote 7 individuals at least one level
- Largest increase in employee satisfaction in 2011 employee opinion survey
- Executive sponsor for Sweden and Denmark Trade Lanes
- Consignee Sales Trips to UK, Sweden and Denmark

Related Skills and Experiences

- Field Sales Greensboro/Raleigh for Company Y: 2002-2005
- Branch Manager/Company Z Raleigh: 2000-2002
- Air Export Agent/Field Sales/Company W: 1995-2000

EDUCATION AND TRAINING

BS/BA – The University of North Carolina at Chapel Hill – 1995

MBA-Campbell University-Buies Creek, NC-1999