

OBJECTIVE: My objective is to secure a position utilizing my experience relative to the transportation and inter-modal industry in order to contribute toward the long-term objectives inherent within a supply chain intensive organization.

EXPERIENCE: **Pacer International Inc.** **2008-2010**

Regional Account Executive

Contact: Jay Fechter, AVP – 614.361.7972

- Managed commercial business in the Northeastern market, including New York, New Jersey and Maryland.
- Developed business strategies to support a network-driven company, such as decreasing “empty miles” which resulted in an increase in year over year cost savings.
- Oversaw the execution and implementation of contractual agreements between Pacer and our client base.
- Established and nurtured working relationships and collaborations with all four Class-I railroads (CSX/BNSF/UNP/NSC).
- High level of understanding of equipment pools, allocation and demand planning.
- Depth of knowledge relative to multiple modes of transportation/logistics.
- Onboarded Fortune 200 company where transportation spend was reduced by 7.2% year over year.
- Integrated Inter-modal transportation into traditional over-the-road shipments; reducing total spend by 10-18% (import transloads)
- Generated revenue of \$1.27M in Q1-Q3.

Logistics Specialist

Contact: Larry Savage, Division President – 614.769.4905

- Built relationships with both customers and vendors to ensure processes were followed and proper corrective action was executed if necessary.
- Utilized my knowledge of the supply chain industry and leveraged past relationships to meet and exceed corporate KPI goals.
- Member of a team working in various silos of the operation. Daily tasks included: price negotiation, vendor compliance, customer service, internal / external sales.
- On-boarded major corporation for inter-modal and TL service resulting in an estimated revenue of \$575K annually
- LTL / FTL / Brokerage / Drayage/ International / Intermodal / Railcar

EDUCATION: **Bowling Green State University** **2002-2008**

- Bachelor of Arts in Communication / Minor – Entrepreneurship
- MIS 101 / 201 completed

TECHNOLOGY: Fluent in AS/400, TM/400, Pegasus, Manhattan, as well as limited experience with Trinium and SAP.

AFFILIATIONS: **Traffic Club of Newark and New York** **2009 – 2010**

Sigma Phi Epsilon Fraternity

Active 2003-2005; Alumni 2006 - present

- Participant and booth manager for the Sebo Entrepreneurship Lecture Series and Fair.