

RACHEL L. BROWN

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PROFILE

I aspire for the opportunity to apply my success in sales, knowledge of transportation operations and customs compliance, and my solution driven personality to a company who has a vision for long-term growth, coupled with an impressive history for profitability and longevity. I have excellent managerial, organization, leadership, verbal and written communication skills, and a high level of motivation and a self-starting attitude.

EDUCATION

OHIO UNIVERSITY

SEPTEMBER 1991-JUNE 1996

- College of Health and Human Service-Bachelor of Science in Sport Sciences, Exercise Physiology
- Graduated Cum Laude with a 3.2 GPA; Dean's List, Mortar Board National Honor Society
- Sigma Kappa Sorority-Activities/Social Chair; Ohio University Lacrosse, Player and Defensive Coach

COMMUNITY

SUSAN G. KOMEN 3 DAY FOR THE CURE BOUNCIN' BUCKEYES TEAM

JUNE 2005-PRESENT

Ambassador/Volunteer/Team Captain/Event Coordinator/Non-Profit www.bouncinbuckeyes.org

- Increase the contributions of individuals and groups to a charity by building relationships and exploring new fundraising opportunities making risk analyses and balancing time-cost ratios to focus effort upon the most appropriate fundraising activities with the highest chance of success. To date I've lead our team in raising \$140k for a cure for breast cancer.
- Building successful relationships with supporters by networking. Fundraisers also work to raise awareness of the charity.
- Developing new and imaginative fundraising activities (Just Pies, Yankee Candle, euchre and bowling events)
- Developed and coordinated web-based fundraising thru online auctions and raised over \$5000.
<http://www.biddingforgood.com/bouncinbuckeyes/bouncinbuckeyes-3>
- Raised over \$13k at the 8th Annual Golf Classic at Jefferson Country Club 5/23/11 with 130 golfers and over 100 sponsors.
- Writing applications using direct mailing to reach a wide range of potential and current donors
- Recruiting organizing and managing volunteers to fulfill various functions within the charity

PROFESSIONAL EXPERIENCE AND ACCOMPLISHMENTS

PRIORITY LOGISTICS/AGS

AUGUST, 3 2009-DECEMBER 31, 2010

Business Development/Sales Consultant

- Responsible for truckload brokerage, LTL, and freight forwarding sales nationwide.
- Negotiate freight contracts to provide exceptional service at the most cost effective price
- A demonstrated record in driving revenue within existing clients and in developing new prospects at the 'C' level of Fortune 500 companies
- Secured 1 account in the first month of sales that generated \$200,000 in truckload sales

FORWARD LOGISTICS GROUP (CURRENTLY TRANS-TRADE)

November 21, 2006-March 13, 2009

Domestic and International Sales & Operations Manager/Project Manager

- 3rd Party Logistics Non asset based freight forwarder offering Worldwide Transportation and Logistics services. Service offerings, including: Local pickup & delivery, Warehousing and Logistics, Domestic expedited air and ground, International Ocean and Air services for imports and exports, Customs Brokerage, Charter Services, and full truckload brokerage services.
- Responsible for sales and operations for a start up branch in Columbus, Ohio to Create, maintain, and expand sales.
 - Received a sales award in 2008 for top sales person in gross profit in the company and top 5 in revenue sales.
 - Established over 300 vendors worldwide and obtain all required compliance documents that is required by the T.S.A. and US Customs and Border Patrol.
 - Managed \$150k in purchases for the warehouse as well as the coordination of the inbound and outbound freight and staffing needs for logistics projects.
 - Extensive experience in providing advisory services in the supply chain and other operational areas that impact the supply chain function (e.g., assessments, supply chain strategy, distribution/logistics (inbound, outbound), inventory management, procurement and sourcing, sales and operations planning, cost reduction, import and export compliance)
 - Tracking and tracing a \$5 million business in domestic and international shipments by communicating with airlines, steamship lines, trucking companies, and overseas partners.
 - Provided a \$500k savings to a major retailer by providing them with a packaging solution versus blanket wrap service.
 - Established Border crossing operations and the customs brokerage companies in the maquiladora and provided a savings of \$250,000/year to the client while providing a better service with tracking capabilities.
 - Initiate all overseas shipments by contacting agents/vendors/steamship lines for quotations, determine best routing method based on service needs and commodities, track and trace from origin to consignees door for \$4 million business.

- Import/export logistics, domestic and international freight forwarding, and use of the Harmonized Tariff Schedule or Schedule B commodity codes
- Communicate daily with vendors and customers as to status of all shipments using telephone, internet, and customized reports. Maintain Inbound/Outbound Shipment Log and Filing System, Shipment Tracking and Follow Up, Logistics Coordinating/Assistance, Compliance/Audit, NAFTA certification and Country of Origin Compliance procedures
- Handled \$2million in shopping bags in a 2 week period at holiday. We were expediting in the new bags from Asia and destroying the unapproved bags on the west coast. The one month storage and shredding operation I chose was a savings of \$200k compared to shipping the product to Ohio, storing, and then destroying.
- Negotiated rates with vendors, suppliers, and carriers to ensure all transportation, logistics, and packaging met the expectations of the customers.
- Provided customers with solutions to challenges with Peak season as well as Port slow downs.
- Ensure that all related documentation and record keeping is compliant with U.S. Import & Export Regulation
- Located suppliers for customers wishing to source from different suppliers and countries and educated them on the compliance requirements with those outside of the U.S.A.

GLOBAL TRANSPORTATION SERVICES

January 7, 2002- November 16, 2006

FORMERLY KNOWN AS STONEPATH LOGISTICS INTERNATIONAL SERVICES FKA QUANTUM LOGISTICS

Sales Representative/Account Manager/International Operations Agent

Managing the sales and marketing functions of a worldwide 3rd Party transportation/logistics provider. Offering transportation and logistics solutions to various industries and specializing in retail, automotive, telecommunications, healthcare, and trade shows.

- Coordinate all imports, exports, and customs brokerage for multimillion dollar clients.
- Communicating to overseas offices for arranging pick up of cargo at overseas origins for importing into the U.S.
- Communicating to the customer the status of all shipments from origin door to destination door.
- Determining routing based on service requested and cost effectiveness for domestic and international shipping.
- Arranging local cartage/courier with vendors via cargo vans, straight trucks, tractor trailers, and flatbeds.
- Honda of America awarded me \$8mil in a three week period for ground and air expedites during the west coast strike.
- Received Stonepath Gold Standard award in 2004, 2005, and 2006 for top revenue projects in automotive and retail.
- Arranging value added pickups and deliveries in all U.S. cities.
- Negotiating rates with vendors in order to save money and satisfy the customer.
- Assisting with the interviewing and the hiring process of new employees.
- Create, maintain, and expand sales in designated territory and establish account plans based on customer needs.
- Responsible for organizing my territory routing and effective use of time to maximize sales.
- Customizing logistics solutions by evaluating current procedures.
- Establish carriers as vendors for a start up operation as Quantum Logistics and then bringing everyone compliant as the companies were acquired.

EAGLE GLOBAL LOGISTICS (CURRENTLY CEVA) FKA MBE JUNE 16, 1997 TO DECEMBER 17, 2001

Account Executive

Managing the sales and marketing functions for one of the largest 3rd party logistics air freight forwarders within the United States. Territory includes Central Ohio. Performing all facets of the sales process: Prospecting, cold calling, quoting, servicing, closing, assisting in the collection of all payables, budgeting responsibility and accountability, effective time and territory management to include weekly schedules and recaps, forecasting sales by dollar volume for upcoming year, continual analysis of competition, maintaining knowledge of all new product offerings and educating/communicating entire customer base, and expanding/managing current customer base with a focus on increasing overall sales.

- Grew territory from non-existent to \$1.5 million in sales per year within a 3 year period
- Surpassed sales quota every quarter beginning in December of 1997
- Increased local pick-up and delivery revenues by 200 percent by selling non-traditional modes of Eagle freight movement

VICTORIA'S SECRET STORES

SEPTEMBER 16, 1996 TO JUNE 13, 1997

Merchandise Assistant

- Hired as a seasonal associate in the DC and then was offered to remain an employee as a part time Merchant Assist.
- Assist the Procurement Coordinators and the Planning Analysts of the foundation department.
- Provide style and color level charts to the merchandise buyers of a \$750,000.00 foundations department.
- Perform data entry for inventory control.
- Accurately enter purchase orders and make revisions while maintaining the style and SKU information on the system.
- Order tickets for pre-ticketing merchandise and Adjust POs in order to match VMI.

MCDONALDS RESTAURANTS

DECEMBER 1992-DECEMBER 1997

Crew Leader

- Responsible for managing Crew employees in all areas of the restaurant while maintaining a teamwork environment.

COMPUTER SKILLS

- Microsoft word, Excel, PowerPoint, Publisher, Outlook, CRM-CardScan, AS400, CargoWise

References and Sales awards furnished upon request