

L. Richard Mazur

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Results oriented senior executive with a diverse professional background. Proficient in international and domestic transportation disciplines, marketing and business development sales, business design and process improvement, start up initiatives, problem solving, and change management. Customer focused specialist with public and private company experience, possessing strong management, leadership and organizational skills, capable of steering organizations through an array of demanding market settings.

*Intermodal Transportation
Supply Chain
Product Design/Development
Port Operations
International Ocean Shipping & Logistics*

*Global Sourcing
Business Design & Process Improvement
Multi-Site Sales/Operations
Information Technology /CRM Skill Sets
Profit Optimization*

QUALIFICATION HIGHLIGHTS

TRANSInternational System, Inc. Worthington, Ohio

January 2002 to December 2010

(Privately Owned and Operated Mid West based Intermodal Transportation Company)

Vice President, Marketing & Business Development, 2006-2010

Accountable for sales and marketing activities of this \$27 million company, covering 15 states, reaching nationally by extensive customer and vendor contact. Involved with finance, operations and budgetary cost improvement initiatives. Dealt directly with broad spectrum of clients driving programs and strategies that sustained annualized growth of 10%. Implemented and managed teams influencing process improvements which contributed to bottom line of the organization. Furthered brand development and presence by representing organization at industry and trade gatherings

- Coordinated complex high dollar decisions, negotiating major deals with Tier-1 clients ensuring suitable margins on the 72,000 annual loads, contributing significantly to sales improvement from \$14 to \$27 million
- Involved with managing multi-site operations and personnel, consolidated expenses and optimized savings initiatives contributing to \$300,000 savings
- Enhanced quality and timeliness of Key Performance Indicators (KPI's) used by developing/implementing customized reporting allowing for swift, reactive business decisions
- Streamlined and managed processes dealing with all incoming RFI's/RFP's in support of all end users, improving turn times by average of 14 days
- Experienced in the use of CRM (Customer Relationship Management), automation tools and sales pipeline programs; also directed the analysis, purchase and implementation of a CRM product, SALESFORCE
- Created teams and timetables needed for the execution and delivery of high level projects, managing collaboration of outside in inside partners achieving deliverables within predetermined timetables
- Achieved a 17% revenue increase in a down market by evaluating margin and profitability for target market segments and tailoring individual plans to address shortfalls
- Developed various channel sales presentations and proposals for multi level prospective customers
- Remained current on market conditions and vertical industry developments impacting client decision making

Director of Sales and Marketing, 2002 to 2006

Promoted long term lucrative relationships with existing and new customers by leveraging company benefits against client needs, presenting competitive advantages, and increasing customer confidence which resulted in additional business/profitability of \$6.8 mil., (49%) over 4 years.

- Entered organization with sales of \$14 million, demonstrated a 4 year average revenue growth of 11%
- Utilizing existing/acquired market information, managed identification of business potentials, fostering growth opportunities with new and existing clients
- Established centralized pricing initiatives eliminating duplication, leading to a 10% increase in profit retention
- Collaborated in the design of a cost evaluation model use to determine potential / profit loss
- Drove operational and service expectations synonymous with brand recognition programs allowing for greater market visibility and penetration in expansion markets
- Refurbished credit/collections & risk management policies resulting in 20% improvement in defaulted receivables
- Developed alliances with all market segments enabling optimizing backhauls improving margin and profitability
- Improved employee retention and increased company & product knowledge by developing training initiatives
- Hired trained and coached self-sustaining/cross functional teams facilitating improvements in employee attitude, customer service and problem resolution

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CP SHIPS LIMITED, Santa Ana, California

1999 - 2001

(A Subsidiary of CP Limited, CP Ships Was the Seventh Largest Carrier in the World)

Senior Business Systems Designer - 1999 to 2001

Based on experience, sound judgment, leadership and business acumen from a demand generation perspective, was recruited to provide business knowledge, creativity and out of the box thinking in the design and deployment of this \$180 mil. common user computer system, ensuring any change strategies were successfully implemented and deployed.

- Utilizing established principles and specifications of systems functionality with an Integrated Process Methodology, linked Design and Development functions providing system specifications
- Established and maintained project timetables
- Worked autonomously and in teams, analyzing data identifying any opportunities for process improvement
- Consulted and validated feedback with end user groups, ensured inclusion of proposed changes in system design
- Liaised between Business Expert teams and Process and System Design communities translating findings confirmed by testing into Business Design
- Presented multi level overviews to C-level corporate executives
- Assisted other teams in development, implementation and deployment of project deliverables

CAST NORTH AMERICA (AGENCIES), LIMITED, Montreal, Quebec

1981 - 1999

(Canadian based Ocean Container Line, subsidiary of CP Ships operating between Montreal/Northern Europe)

General Sales Manager - Detroit, Michigan, 1997 to 1999

Directed sales efforts of 14 state "Central Region" territory. Responsible for average annual revenue of \$24 million and 46,000 TEU's import and export volume. Supervised activities of thirty two (32) staff members. Reduced employee turnover by 15% utilizing improved recruiting/retention methods. Additional accountabilities included, P & L, continuity of operations, training and supervision of inside sales, customer service representatives, and outside sales associates for Cleveland, OH. Detroit, MI. and Pittsburgh, PA. branches.

- Responsible for regional import and export volume of 46,000 TEU's, averaging \$24 million in revenue and representing 17 % of corporate revenue totals
- Instrumental in the successful negotiation of contracts with major industrial, automotive and chemical clients like Goodyear Tire and Rubber, FORD, GM, Chrysler and Dow Chemical. Increased sales annually by an average of 6% (Territory represented 15% of company's market share)
- Supervised activities of thirty two (32), outside sales, operations and support staff members
- Demonstrated leadership skills by training, challenging, motivating, coaching and evaluating employees
- Promoted new services improving existing business and penetrating into new and additional markets
- Responsible for establishing and monitoring localized Key Performance Indicators (KPI's)

Sales Manager - Cleveland, Ohio, 1983 to 1997

Sales Representative - Boston, Mass. 1981 to 1983

Held various East Coast and Mid West positions with CAST North America. Successfully improved and managed gains in volume and revenue by a minimum of 10% annually, which led to promotions and reassignments with increasing responsibilities within the organization

EDUCATIONAL BACKGROUND

BOSTON ARCHITECTURAL COLLEGE, Boston, Massachusetts

PROFESSIONAL MEMBERSHIPS AND AFFILIATIONS

<i>Intermodal Association of Chicago</i>	<i>2002 to present</i>
<i>Detroit Intermodal Association</i>	<i>2003 to present</i>
<i>Intermodal Association of North America</i>	<i>2002 to 2009</i>
<i>International Foreign Commerce Association, Cleveland, Ohio</i>	<i>1983 to 1997</i>
<i>Cincinnati International Commerce Association, Cincinnati, Ohio</i>	<i>1991 to 1997</i>
<i>Kentucky World Commerce Association, Louisville, Kentucky</i>	<i>1988 to 1997</i>
<i>World Trade Club, Greater Cincinnati Chamber of Commerce</i>	<i>1983 to 1992</i>

REFERENCES

Available upon request