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Robert L. Moss

Objective

To be part of an innovative transportation company, with an emphasis in the growth of its truckload, LTL, Integrated and Dedicated Services.

Experience

2009 – 2010 Celadon Trucking Services Scottsdale, AZ.

Vice President National Accounts West Coast

- Responsible for the Sales and growth territory consisting of 12 states.
- Introduced Celadon to new fortune 500 companies and accounts such as Bumble Bee, World Mineral, West Marine, Costco, Omiya, Harbor Freight Tools, Niagara Water, Starbucks, AEP, Honda, Mattel.
- Increase area by 14% in 2010
- Worked with Celadon Sister Company in Mexico to understand operations and border challenges in Laredo TX. Worked with partner at the Borders of Nogales AZ, Otay Mesa CA.

2005 – 2009 Averitt Express, Inc. Cleveland, OH.

Director Truckload Sales MW/NE USA

- Responsible for Sales and growth of 14 States in the MW and NE USA
- Increased 58 percent of Truckload Select product revenue by securing 3 mayor clients adding over 73 Trucks in VA and PA, IL and GA markets
- Balance perimeter truckload domiciles and assisted in the opening of 4 yards in MW
- Balanced all system one-ways from 23% to 6%
- Average of 350 trucks in the region
- Recovery of Empty miles from 170 to 82 total per truck in MW
- Work with National Accounts an local Sales to help secure any RFP and close any open deals

2002 - 2004 Averitt Express, Inc. Cleveland, OH.

Corporate Account Executive

- Responsible for the development and maintenance of the Ohio and Western Pennsylvania national Account Territory
- Worked with Fortune 500 companies such as: Goodyear Tire, Parker Hannifin, Alcan, Eaton, Avery Dennison, Sherwin Williams, Ashland Chemical, and PPG.
- Increased Territory Revenue by 11% in 2002 to 42% in 2004

2001 - 2002 Paschall Truck Lines, Inc. San Antonio, TX.

Regional Sales Manager

- Responsible for the South Texas region including Mexico.
- Developed area into a profitable territory and increased trucks from 15 to 57 per day.
- Reduced Layovers from 15% to 4% in 5 Months

