

# SCOTT M. RENDA

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## OVERVIEW

Account Management and sales solutions experience with most recent focus related to internet based transportation system solutions. Developed knowledge of the customer accounts and was able to apply solutions that would bring efficiency and hard saving opportunities to our customers. This value was realized through increased execution of The BestTransport suite of products which provided revenue to the company.. Possess a proven track record of accomplishments leading to increased account retention and market penetration, improved revenues and profit margins. Areas of expertise include:

- \* Start-Up Business Development Ventures
- \* Supply Chain Solutions Design
- \* Supply Chain Services/Carrier Management
- \* Formal Sales/System Presentations
- \* Web Application Design Team
- \* Total Quality Management
- \* I2 Systems Development / Analysis
- \* Project Management
- \* Third Party Freight Management
- \* Professional Selling Skills Program
- \* ISO 9002 Operations Application
- \* Truck Brokerage Management

## EXPERIENCE

### **BestTransport**

10/06 – 11/10

Most advanced network of on-demand, technology-based service that enables shippers, suppliers and carriers to plan, execute and settle inbound and outbound freight activities efficiently.

#### Senior Account Manager /Solutions Design/Sales

I managed account management and solutions design for 16 accounts which utilized the BestTransport TMS. This included the top three revenue accounts for the company. Coordinated IT development tasks to meet the customers' requirements and am responsible for ensuring the account maintains profitability. As part of the sales team I would provide system demonstrations, presentations and solutions to top level decision makers for potential customers.

- Instrumental in implementation activities for the Solo Cup and Glatfelter accounts
- Provided Sales support for the North region and managed accounts such as Alcoa, Alcoa Europe, Solo Cup, GerdauAmeriSteel, Aleris International and Glatfelter
- Responsible in maintaining account satisfaction, growth and profitability
- Maintained above average profitability for all accounts and generated 14% additional revenue through new product development and enhancement request management.

### **Pacer Global Logistics, Division of Pacer International - Dublin, Ohio**

12/88 – 10/06

Industry leading third party transportation firm providing integrated, centralized freight under management and supply chain solutions and services to clients nationwide. Corporation revenues are projected to exceed \$2 billion projected in 2006.

#### Business Development/Project Management – Pacer Global Logistics (6/00 – Present)

Managed product pricing, solution design and implementations for new customer opportunities in the Freight Under Management and Supply Chain Services Division. Participated in revenue growth in the Supply Chain vertical by 42% since 2000. Directly responsible for all aspects and success of the development of three new accounts implemented through 2005.

- AEP Industries Transportation Management Program
- Toyota Motor Manufacturing N/A Expedite program
- Grace Construction Material Transportation Management Program

#### Director of Operations – Global Logistics (4/96 – 6/00)

Promoted to direct the Global Logistics Division of Railvan/Global Logistics to develop third party logistics services and market new customers with staff of 42 logistics specialists.

- Coordinated all divisions within the company to implement transportation load control center associated with Heinz North America, The Scott's Company (Seasonal Programs) and Star-Kist Foods accounts.
- Implemented services: GLS freight bill payment, rate negotiations, contract administration, carrier service reporting and analysis, freight claims administration, rail car and ocean freight tracking.
- Heinz North America account retention and development for over 6 years.
- Implemented supply chain management processes for Continental Tire North America and Owens Corning.

**Manager of Operations - Global Logistics (7/93 – 4/96)**

Managed a team of 22 with responsibility for developing the transportation brokerage client base for this new subsidiary of Railvan. Primary mission of Global Logistics is to provide centralized brokerage operations for clients, design computer systems to facilitate freight brokerage and create continuous movement routes that maximize savings.

- Conducted in-depth analyses of clients' systems and delivered formal sales and system presentations to effectively market Global's services. As a result, Global's monthly billings were doubled.
- Started logistics subsidiary with Star-Kist Foods, Inc. whom acquired Quaker Pet Foods. Implemented the integration of the two transportation systems without disruption to client. As a result, the parent company, Heinz Service Division, decided to outsource a substantial portion of its transportation department's carrier management function to Global.
- Heinz recognized Global Logistics in the 1/96 edition of U.S. Distribution Journal citing the following benefits: Access to improved dispatch technology; improved operations service reporting; improved manpower utilization; and expertise in dealing with the legal ramifications of the transportation industry.
- Instrumental in growing Global Logistics from a subsidiary managing 110 transactions-per-day in 1993 to 1,292 transactions-per-day in 1996. Global has continually surpassed its projected growth potential.  
\* *Named 1993 Railvan Employee of the Year (recognized above 225 employees)*

**Manager – MultiModal Highway Division (1/92-7/93); Load Coordinator (12/88-1/92)**

**EDUCATION**

**The Ohio State University - Columbus, Ohio**

Bachelor of Science in Business Administration • Dual Majors: Transportation Logistics / Marketing

**12/88**