

Steve Luckman 4331 Village Parkway Circle W. #6 Indianapolis, IN 46254

Cell: (630)935.8065

Email: sluckman@comcast.net

Website: <http://www.linkedin.com/in/steveluckman>

Operational Management / Sales / Negotiations

Industry Focus:	Transportation/Distribution/ Logistics/ Customer Service	Job Title:	Management/Operations/Sales
Experience:	15 Years	Looking For:	Permanent Full-Time
Visa Status:	U.S. Citizen	Salary Request:	Negotiable, Dependent on Position
Education Level:	US Military Leadership Academy	Security Clearance:	Secret / Inactive
Relocation:	Midwest, Southeast, West	Travel Preference:	25-50%

OBJECTIVE: Provide leadership, motivation, customer focus, and employee accountability in a recognized and respected transportation operation. Ensure the company ROI surpasses expectation by performing cost analysis, key measurements and KPI.

ATTRIBUTES: I am a values-driven, trusted, high energy leader, with demonstrated accomplishments in start up and turnaround situations. I have extensive experience in transportation brokerage, logistics, supply chain management, & distribution warehousing. Great communicator w/diverse backgrounds including C-level, clients, & staff, & affiliates

CORE COMPETENCIES THAT WILL COMPLIMENT YOUR COMPANY:

- * Strategic Planning, Organizational Development, and Goal Setting,
- * Budget Preparation and Financial Management
- * Cultivation of Client Needs, hence Exceeding Client Expectations
- * Execution, Management, and Advancement of Client Accounts
- * Successful Team Building / Crisis Management Intervention
- * Quality System Implementation / Internal Auditing and Systems Control
- * Company Employee Expectations, Training, Empowerment, and Accountability

After 15 engaging years in 3PL, TL, LTL, freight forwarding, expedited, supply chain management, and warehousing, I entered the not-for-profit arena to sharpen my professional skill set and learn to better serve both external and internal customers and carriers through a broader and unique perspective. In those years of educating myself in a not-for-profit work environment, I gained tremendous knowledge and many transferable skills I believe will augment better communications and performance in my return to logistics.

T SYSTEM 3 / ARCTRANS, Indianapolis, IN 2010-2011

Operations/Sales Professional: Joined T System 3 / Arc Trans to retool, revitalize, & expand my knowledge in present day technology and methodology in 3PL, local cartage, & expedited.

- * Negotiate rate structure for customer's and carrier's and backhauls daily
- * Developed profitable customer accounts in Chicago area
- * Obtained TSA credentials for transporting freight to secured cargo areas at major airports
- * Ensure supply chain activities in automotive & fastener Industry are met and reported

- * Provide local cartage routing and coordinate expedited movement of client freight
- * Auditing carrier files for compliance and customer invoices for accuracy

OPPORTUNITY INTERNATIONAL, Oak Brook, IL 2008-2009

Midwest Regional Director: Responsible for initiating and building long-term relationships in a 5 state region for major gift development with an emphasis on informing, cultivating, and engaging high net-worth CEOs, COOs, CFOs, in microfinance.

- *Expanded and managed portfolio for over 200 qualified prospects and active donors
- *Controlled \$250,000 of existing donations while encouraging donors to open their networks for future relations with eligible prospects
- *Cultivated new donor portfolio \$150,000+ in six months when economy tanked
- *Partnered with family foundations, collaborative grants, donor advised funds, government grants, corporate sponsorship, and individual planned giving resources

FOX VALLEY CARPENTER PLACE, Aurora, IL 2006-2008

Executive Director: Recruited to promote success in a struggling organization. Responsible for organization turnaround, structuring of departments, training, development, and media blitz.

- *Initiated awareness, education, and involvement on FOX Television Chicago, CNN/Comcast, Community Television Networks, WGN Radio, and Moody Radio.
- * Tripled budget in 2 year period from \$75,000 to \$225,000
- *Implemented Quality Performance System documenting policies, guidelines, and development for employees to better manage and grow the organization
- *Established cohesive alliances in networking with over 200 social service organizations, businesses, politicians, community groups, and churches combating homelessness concerns
- * Team turned around hundreds of individuals in homelessness by them completing program

NEXT LEVEL RESOURCES, Carol Stream, IL 2001-2006

Founder: Consultant serving small to mid-size businesses strengthening their position in local, and domestic markets. NLR assisted clients in improvement, execution, or creation of business plans, budgets, strategic planning and organizational advancement through KPI.

- *Designed and implemented sales strategy's to identify, target, and quantify potential clients
- *Educated clients to better comprehend Human Resource matters and employer liabilities
- *Clients achieved savings from \$50,000-\$250,000 by implementing ISO methodology, matrix strategies, and controlling company expenditures

PRINTER & PACKAGING TRANSPORTATION, Chicago, IL.1995-2001

Founder: Chicago based Transportation 3PL catering to the printing industries transportation needs. Constructed and managed HR, administration, accounting, sales, and operations.

- *Drove explosive growth in sales from \$350,000 year one, to \$1,800,000 by year three
- *Established over 250 vendor/carrier relationships with impactful contract negotiations
- *Instituted logistic congruency allowing company operating ratio to average 63% annually
- *Created warehousing and distribution center around O'Hare Intl. serving clients globally

Military Service/Education: Motor Transportation Operations, Basic & Primary Leadership
 Non-Commissioned Officer Academy Drill Sergeant School
 ISO 9001-2000/Professional Selling Skills Training
 Institute For Charitable Giving 2007-2008

Technology Proficiency: MS Professional, Windows Vista 2007, MS Office 2000-2007
 QuickBooks/Quicken, Raisers Edge, DAT, ITS, and Get Loaded

Foreign Languages: Intermediate Spanish / Conversational German