

**Travis R. Wray**  
2080 Chicory Court  
Lewis Center, Ohio 43035  
Home Phone (740) 657-3674

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**OBJECTIVE**

To establish a rewarding career as an Account / Sales Manager in the transportation industry

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**WORK HISTORY**

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| <b>Pacer Transportation Solutions</b><br>6805 Perimeter Drive<br>Dublin, Ohio 43016<br>(614) 923-2066   | <b>Corporate Pricing Manager</b>                     | <b>June 2004 - Present</b>  |
| <ul style="list-style-type: none"><li>• Managed Pricing Process for National Accounts, and directly responsible for responding to all RFQ's</li><li>• Responsible for the analysis and presentation of monthly margin, revenue, and volume reporting to Senior Staff</li><li>• Successfully negotiated customer commercial agreements that resulted in the award of over 50,000 annual shipments, worth in excess of \$100M revenue for Q1 of 2010</li><li>• Key member of the Commercial Strategy Process for the successful design and implementation of new business awards</li><li>• Provided direct supervision of six pricing analysts</li><li>• Key member of the Pricing Management team that successfully designed and implemented new pricing and analysis systems and support tools</li><li>• Received "Star of the Month" and the "President's Award"</li></ul> |  |   |
| <b>Alliance Shippers, INC.</b><br>495 East Mound Street<br>Columbus, Ohio 43219<br>(614) 224-3035   | <b>IT Manager / Transportation Specialist</b>        | <b>June 1997 - June 2004</b>  |
| <ul style="list-style-type: none"><li>• Managed specific Intermodal and OTR accounts from start to finish.</li><li>• Responsible for A/P, A/R, Credit, Customer Service, Pricing, and Operations for each account.</li><li>• Priced and operated over \$250K in revenue each year</li><li>• Negotiated rates with dray carriers and railroad providers</li><li>• Traveled with the commercial team on sales calls</li><li>• Responsible for all Regional IT work and training on new system updates</li></ul>   |  |   |
| <b>Consolidated Freightways</b><br>2885 Alum Creek Drive<br>Columbus, Ohio 43207<br>(614) 491-1933  | <b>Line Haul Clerk</b><br><br><b>Dock Supervisor</b> | <b>March 1995 - August 1996</b><br><br><b>August 1996 - June 1997</b> |
| <ul style="list-style-type: none"><li>• Managed dispatch of 215 union drivers and 10-15 union employees in the yard to hook the pup sets</li><li>• Managed a 213 door quarter-mile dock with 15-40 union employees</li><li>• Responsible for keeping inventories updated, freight moving, and communication with dispatch to ensure service for all of our LTL customers</li></ul>  |  |   |
| <b>Columbus Intermodal Center</b><br>2950 International Street<br>Columbus, Ohio 43228<br>(614) 777-9393  | <b>Inspector/Guard</b>                               | <b>May 1994 - March 1995</b>  |
| <ul style="list-style-type: none"><li>• Responsible for the inspection of inbound and outbound containers and chassis</li><li>• Responsible for mounting empty containers on approved chassis</li><li>• Responsible for the security of the facility throughout the night</li></ul>   |  |   |

Victoria's Secret Catalogue  
3425 Steltzer Road  
Columbus, Ohio 43219  
(614) 337-5000

Distribution Center

October 1992 - May 1994

- Picked 5,000 – 8,000 ordered items weekly, as well as helped shipping and packing on a regular basis
- Received "Impact Award"

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## **EDUCATION**

High School: Westerville North High School - Graduate of 1992

College: Franklin University/Ohio State University – Accounting Major

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## **COMPUTER SKILLS**

- Access
  - Excel
  - Microsoft Word
  - PowerPoint
  - AS400 / Network Systems
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## **REFERENCES**

Available upon request