

MICHAEL D. STILL

2133 Blair Blvd. || Wooster, OH 44691
330.466.1434 || mikestill80@gmail.com

SUMMARY: Accomplished Transportation Management Professional with a strong track record of delivering superior results while improving operations and developing collaborative teams which exceed expectations.

OBJECTIVE: **TO OBTAIN A LEADERSHIP POSITION IN THE TRANSPORTATION INDUSTRY**

- *15+ years in Trucking and Logistics*
- *Service oriented with good communication skills and persuasive ability*
- *High energy achiever with positive attitude*
- *Possess knowledge of transportation Operations, Recruiting and Sales*

EXPERIENCE: **Global Executive Solutions Group**, Fairlawn, OH *March 2014 to January 2018*
Executive Search Firm that specializes in identifying and placing senior leadership within the Transportation Industry.

Executive Recruiter – Truckload – LTL – Dedicated

- Source and secure clients with a focus on asset based transportation organizations
- Recruit top level candidates, with an emphasis in closing candidates – average of 4:1 candidates presented to hire
- Manage pipeline of clients with at an average of \$270,000

Accomplishments:

- Recognized in 2016 for reaching “Pace Setter” status as the top 10% of recruiters in the MRI worldwide network
- Over \$634,000 in client billings as a solo 360 recruiter
- Facilitate interdepartmental communications and networking

Mast Trucking Inc., Millersburg, OH

January 2010 to March 2014

Family owned, asset based temperature controlled carrier servicing the North-East, Midwest and the South-East.

DIRECTOR OF RECRUITING & RETENTION –

- Drive recruitment pipeline supporting 130 vehicle fleet
- Coordination of field recruiters schedules to coincide with hiring needs
- Designed and implemented onboarding process increasing employee satisfaction and reducing turnover rate of employees during the critical first 90 day period

Accomplishments:

- Increased Full Time driver count from 75 to 95 and Part Time drivers from 10 to over 30 resulting in 100% truck utilization
- Reduced turnover from 75% to less than 20% while maintaining necessary volume of incoming candidates
- Produced the highest per truck revenue Qtr. in the company’s 45 year history by identifying and retaining drivers allowing operations to utilize equipment

Presented by Mike Still

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