

# **RICHARD S. HOPKINS**

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Marengo, OH 43334

[www.linkedin.com/in/RichardHopkinsLogisticManager](http://www.linkedin.com/in/RichardHopkinsLogisticManager)

614.499.7655

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Proven manager, utilizing 18 years of transportation experience including follow through customer service, onsite customer freight management, dedicated fleet management, and freight brokerage, and logistic problem solving.

## **WORK EXPERIENCE**

7/2011-5/31/2018 **Ryder Dedicated Systems** Marion, OH

*Logistic Manager*

- Managed Ryder Dedicated local & OTR driver fleet
- Procured backhauls and negotiated freight rates using DAT360
- Scheduled inbound/outbound shipments with drop trailer carriers
- Negotiated freight tenders with 3pl brokerage carriers
- P&L ownership, Payroll and customer Invoicing responsible
- Maintained safety programs and ELD/ D.O.T. compliance
- Hiring and safety manager

7/2005-7/2011 **Ryder Integrated Logistics** Columbus, OH

*Logistic Manager*

- Managed route scheduling of Ryder fleet in four regional domiciles
- On call dispatch/management of 30 drivers
- D.O.T. compliance for equipment and employees
- Payroll entry and billing entry with P&L exposure
- Driver hiring manager

6/00-3/04 **C.H. Robinson Worldwide** Roanoke, VA & Columbus, OH

*Transportation Sales*

- Specialized in (Dry Van, Flatbed, and LTL) transportation services.
- Contracted carriers to transport customer freight, dispatch drivers, and track loads in transit
- Provided consistent and accurate freight quotes to sales customers and negotiate transit rates with carriers
- Performed sales calls, and solicit new customer business

## **EDUCATION**

Otterbein College Westerville, OH  
Bachelor of Science (BS), Business Administration

## **AWARDS**

Eagle Scout, Ryder Most Improved Safety Award 2007

## **CORPORATE TRAININGS**

Safety Management, Litigation Avoidance, HR Skills Overview, Hiring for Long Term Success, Supervisory Leadership Program, Diversity Training

## **SYSTEM KNOWELEGE**

AS400, Mercury Gate, Peoplenet, DriveCam, Dat360, TMW, MS Word, Exel, Powerpoint,