

Richard L Smith
3307 Berwin Dr.
Stow, OH 44224

Home: 330-676-9080
Cell: 330-283-5887
Email: rsmith53@outlook.com

Experience

May 2015 – December 2017

Continuum Energy, LLC

Director, Business Development

- Responsible for retaining current business and developing new opportunities.
- Primary contact with customers and producers.
- Address and solve issues that may arise.
- Negotiate rates for transportation business.
- Work with customers to establish mileage for billing utilizing designated routes.
- Meet with producers and customers to assure all requirements are followed.
- Attend all vendor safety meetings with producers.
- Interact with company employees including management and drivers to get feedback on issues with company, customers, and producers.
- Address any issues with customers and producers and implement changes to correct deficiencies.

March 2012 – May 2015

Native American Marketing, LLC / Continuum Energy, LLC

Houston, TX

Director of Ohio Operations / Director of Operations – Eastern Region

- Responsible for the safe, efficient, and economical transportation of Crude Oil in the OH, WV, and PA markets
- Manage subcontractors to make sure they are operating according to customer requirements.
- Work with the Production Superintendents of oil producers to provide a safe work environment for drivers.
- Hold regular meetings with subcontractor's management and employees to make sure all safety protocols are understood and practiced on a daily basis.
- Perform audits of driver, maintenance, and personnel

- files to assure they are complete and accurate.
- Do field audits of drivers and equipment at loading and unloading facilities to make sure all procedures are followed, customer safety rules are understood and followed, paperwork is neat and accurate, and equipment is clean and functional.

January 2010 – March 2012

Wills Trucking Company (New Ownership)

Cleveland, OH

Vice President

- Responsible for P&L of company including operations, maintenance, sales, HR, and safety of a \$25,000,000 transportation company.
- Monitor daily revenue, fuel cost, labor cost, and maintenance cost.
- Daily interaction with employees and customers to assure timely delivery of shipments.
- Monthly review financials with employees to make adjustments to maintain profit margin.
- Meet with customers to secure business, negotiate pricing and contracts at profitable levels.
- Meet with vendors to stay aware of changes in pricing that may affect company profitability. Negotiate with potential vendors to create a beneficial relationship.
- Meet with department managers to share ideas for improvements in profitability and employee morale.
- Visit customer facilities to assure we are meeting their expectations.

June 2006 – January 2010

Page Trucking

Weedsport, NY

Vice President of Sales

- Secured \$18,000,000 in new business with 60% under 3 to 5-year contracts, 25% repeat business, and 15% seasonal business.
- Sales calls on both large and small companies that require transportation of bulk commodities.
- Negotiated 3 to 5-year contracts with customers
- Measured service levels by utilizing a matrix which I developed.
- Maintained a 98%+ service level.
- Set up itinerary and appointments, make travel

arrangements, make presentations, and prepare quotes.

- Responsibilities include cultivating leads and maintaining a minimum of 15 million dollars in annual revenue, working with the Service Center Managers to improve customer service, and improve operating ratios.
- Converted the percentage of contract sales from 10% to 45% over the past two years to stabilize business.
- Worked with Federal, State and local government agencies to promote status as a Woman Owned Business Enterprise.
- Registered with Fortune 500 companies to participate in programs for minority companies.

2001 – 2006

Wills Trucking, Inc.

Richfield, OH

Vice President of Sales

- Sales calls on both large and small companies that require transportation of bulk commodities.
- Set up appointments, make presentations, prepare quotes, initiate credit for new customers, make collection calls when customers do not pay within terms.
- Responsibilities include finding and maintaining a minimum of \$50,000,000 million dollars in annual revenue, working with the Service Center Managers to improve customer service, and improving operating ratios.
- Converted the percentage of contract sales from 50% to 85% over the past three years to stabilize business.
- Increased margins by 5.6% working closely with other departments to increase productivity of equipment by eliminating empty miles.

1992 – 2001

Wills Trucking, Inc.

Richfield, OH

Director, Business Development

- Secured long term contract business with Fortune 500 companies
- Initiated and operated related non core business ventures to enhance services to customers, such as Exodus Logistics a waste transportation division utilizing combinations of rail, truck, and water to create opportunities and reduce transportation costs, along with Wills Services, a brokerage company that allowing the utilization of other companies to haul excess freight.

- Perform due diligence on possible acquisitions and make recommendations to others on the Executive Committee.

1984–1992

Wills Trucking, Inc.

Chicago, IL

General Manager, Western Region

- Stabilized operating units and began expanding adding \$12 million in profitable revenue. This required opening new Service Centers or making acquisitions in OK, UT, ID, TX, MO, AL & CA.
- Received company's highest sales award four years in a row.
- 1988 – I was instrumental in securing the largest transportation project in company history.
- 1990 - Spent 6 months in New Jersey to start up large contract requiring 125 tractors and 375 trailers. During this assignment, I was totally responsible for the purchasing of equipment, hiring of all personnel, locating and acquisition of a suitable facility, and all maintenance and safety related items.

1980 – 1984

Wills Trucking, Inc.

Richfield, OH

Operations Manager

- Responsible for total operation of six service centers in OH, PA, IN, and MI. Primary responsibilities included increasing the efficiency of equipment through central and local dispatch, working with the managers on customer service issues and joint calls with sales personnel. Additional responsibilities included working with the safety and maintenance departments to assure all company policies, procedures, and rules are followed.

1973-1980

Wills Trucking, Inc.

Richfield, OH

Mechanic 1973 - 1974

Shop Supervisor 1974 - 1975

Director of Maintenance 1975 - 1980

- Responsible for all equipment and parts purchasing, scheduling of preventive maintenance, and hiring of

mechanics at three truck shops and two lake docks. Responsible for all loaders and cranes in a 24 hour 7 day a week continuous unloading and loading operation moving over 1,000,000 tons of bulk commodities per year.

- Filled in for dispatchers, drivers and supervisors as needed in both the trucking and stevedoring divisions.
- Saved the company more than \$250,000.00 per year in equipment and maintenance costs through the consolidated purchasing of equipment, parts, & tires, along with a strong preventative maintenance program.
- Increased the efficiency and utilization of equipment by changing operating hours of the maintenance facilities to accommodate dispatch and drivers. An unexpected benefit was a reduction in the number of accidents and equipment damage.

Education:

Cleveland Technical Institute – ASE Certified Mechanic in Diesel Engines, Air Brake Systems, Hydraulics, Electrical.

American Management Association – Various Courses in Management

American Trucking Association – Continuing Education in Logistics

HM181 Hazardous Materials Certification

40 hour OSHA training

Certificate – Federal Government Procurement

Safeland / Rig Pass Certificate

Comfortable in all types of business settings and situations

Excels in sales and customer service.

Proficient with computers and Microsoft programs.

Member Ohio Oil and Gas Association

Member ATA Logistics Council

Member Cleveland Traffic Club

Member Pittsburgh Traffic Club