

Robert F. Ford
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SENIOR MANAGEMENT

LOGISTICS PROFILE

LOGISTICS OPERATIONS ~ SUPPLY CHAIN MANAGEMENT ~ BUSINESS DEVELOPMENT

<https://www.youtube.com/watch?v=2xRTFPD54X0>

Senior management with over 30 years of experience generating millions of dollars in revenue and implementing cost savings into the tens of millions of dollars.

Strong track record of designing, implementing, and managing global logistics and supply chain operations across industries including pharmaceutical, healthcare, tradeshow, printed matter, and manufacturing.

Proficient in supply chain and transportation services which encompass everything from small package, cross dock operations, air freight, air charter, ocean, and LTL, to ground truckload operations such as expedite, brokerage, intermodal, specialty, flatbed, and dry van North American operation.

Possesses strategic relationship development expertise designed to foster revenue growth, cost savings, and improve productivity. Known for renegotiating vendor, transporter, and distributor contracts to effectively cut costs and improve freight operations. History of optimizing team productivity in challenging work environments with open communication, training, and mentoring. Perpetually goal-oriented with ambitious business development targets and robust revenue objectives.

CORE COMPETENCIES

Development & implementation of global logistics and supply chain operations, business development & marketing, safety & quality assurance systems, budgeting/ revenue forecasting, account retention, customer service metrics, process/protocol improvement, P&L optimization, expense control, productivity maximization, contract negotiation, team development & training initiatives, project management, commercial operations, global logistics sourcing, transportation security, last mile delivery, regulatory compliance/TSA/C-TPAT, dot drug and alcohol training, accidents investigation, active shooter training, e-logs/hours of service, hazardous materials, smart way, negotiation, and customer service.

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Rozafa Transport - Shelby Twp. MI 48315 2019 - current

Asset based and non-asset based third party

Vice President of Strategic Development

Recruited by the CEO as Vice President of Strategic Development to help in the restructuring of the organization. Responsible for global corporate strategic development, overseeing the implementation of Mexico operations, and developing partnerships with Mexican carriers. Hiring a safety coordinator and working closely with this individual to develop a safety program for the drivers, including getting hours of service in-line with the DOT mandates. Hire a mechanic and 2 mechanics helpers. Find and implement a new TMS software. Wrote a business plan for the next 5 years which includes global forwarding, and a disaster plan for the company. Key member of the ISO team, working on achieving certification. Recruiting over the road truck drivers. Work closely with the ownership team to develop procedures and processes. Work to find acquisitions of smaller companies.

TST Expedited Services - Woodhaven, MI- 2018-2019

Safety, Compliance, Recruiting & Retention - Corporate Trainer

Responsible for training in the following areas:

Operations, settlements, billing, compliance, drug and alcohol, accidents, security, customs, satellites & logs, hours of service, hazardous material, and Smartway.

MIAT College of Technology - Canton, MI - 2017 - 2017

Teacher of Global Logistics and Dispatch - Short term

Course description: Supply chain management, warehouse and distribution, third-party logistics operation importing and exporting, business process management, procurement, logistics operation, material handling safety, material handling equipment and operation, ground transportation operation management one and two, integrated supply chain solutions one and two and supply chain.

RJ International Holdings LLC. - New Baltimore, MI - 2015 -2016

Asset based and non-asset based third party

Vice President of Business Development

Executed a set of goals and helped in the restructure of the organization. Established processes and procedures for the new business unit of international charter operations. Trained staff on heavy haul and charter protocols. Developed long term growth plans and strategies. Negotiated low pricing for new office and warehouse space. Developed procedures for procurement of transportation services. Established network of vendors for charter operations. Implementation of training program for new operational team members. Wrote and developed agent program. Achieved 25% revenue growth of \$95,000 at a 28% gross margin in 5 months, bringing total revenue to \$475,000.

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Specialty Worldwide Logistics - Flat Rock, MI - 2012 – 2016

Non-asset based third party transportation brokerage

President & Chief Operating Officer

Supervised new business development and logistics operations. Partnered with carriers to list credit and payment terms while ensuring vendors were satisfied. Played a key role in establishing the company's positioning as a heavy haul specialist. Spearheaded business operations and turned the company culture on its head. Created marketing brochures and utilized social media to promote company and services. Offered strategic direction and support to back office regarding accounts receivable and payable. Developed client base and created contract terms for the network of vendors. Grew revenue from zero to \$600,000 at 29% profit margin. Developed procurement procedures of transportation services. Implemented training program for employees on freight brokerage, tracking, and tracing

Bolt Logistics, Toledo - OH - 2009– 2012

Asset based, and non-asset based third party

Corporate Air Freight Operations Manager

Managed security personnel within C-TPAT and the TSA. Built strategic relationships and negotiated with major airlines, trucking companies, and local pickup and delivery cartage agents. Developed and implemented procedures for air charter and air freight operations. Prepared rate proposals and analyzed customer RFQ's for pricing. Developed and executed a revolutionary business development plan that increased revenue growth and improved margins. Mentored/cultivated members of the sale acquisition team. Reduced transportation costs by 18% over 3 years, had revenue growth of \$ 1.8 M over 3 years at 32.5% gross margin. Received 12 perfect audits as the IAC Security Coordinator.

Priority Solutions International - Romulus, MI - 2007 – 2009

Non-Asset based Freight Forwarder

General Manager, Business Development

Vastly increased market penetration across the pharmaceutical, healthcare, and manufacturing sectors, in addition to tradeshows and printed matter. Analyzed and responded to RFQ'S for customers and provided support to sales staff in securing new business. Managed on-the-ground operations, accounting, warehouse, personnel issues, and sales. Developed procedures for procurement of transportation services. Collaborated with third party service providers and nurtured relationships and with new vendors. Streamlined and improved customer service on a \$1.5M account. Coached, trained and developed internal teams in both operations and sales. Oversaw revenue growth of \$6500,000 at 30% gross margin Reduced global transportation costs for the Detroit office by 31% Developed and executed plans for new business that contributed an additional \$4M in revenue and maximized margins by 24.3%

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