

# JOHN (Steve)n WILLIAMSON

3645 Turner Church Road  
McDonough, GA 30252  
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## PROFESSIONAL SUMMARY=====

Nationally recognized administrator in all facets of management including:

- >>Operational Excellence
- >>Financial Planning and Execution
- >>Recruiting and Training
- >>Employee Management
- >>Client Relations
- >>Contractor Relations
- >>Business Development

## EMPLOYMENT HISTORY=====

**NFI**, January 2007 to August 2016

Senior Director of Cross Dock Operations

>>Developed Structure for Operating group through coordination of Business Development, Operational Execution, Customer Service, and Asset Alignment

>>Started the Cross Dock Division from scratch opening 6 new buildings offering consolidation and store delivery services for a multitude of customers including 2 of the country's largest retailers. Worked directly for the President of the company.

>>Consistently exceeded company budgeted profit margins

>>Established operational and sales relationships for business growth of over \$50M

>>Directed the production of Power Point Presentations for Client Presentations.

**YRC Logistics (formerly Meridian IQ/USF Logistics)**, January 1998 to September 2006

Director of Cross Dock Operations

>>Started as Facility Manger in Atlanta handling a consolidation for a large retailer and developed operational practices netting company leading profits

>>Promoted to Director of Operations and designed and implemented operational processes to meet and exceed Client and Company expectations for new and existing customers

>>Helped bring total Logistics revenue to over 150 million annually with additional buildings/customers

>>Facilitated 10 additional start up operations encompassing all aspects including initial conception of site, facility selection, recruiting and staffing, operational start up, key account implementation, and development of transition plans

>>Directed Tactical Teams to drive Continuous Client, Process, and Corporate Improvement

>>Developed and administered numerous sections and processes in the ISO 9001:2000

**SW Trim Company, November 1996 –January 1998**

>>Owner of trim company whose responsibilities included all aspects of the business including securing bids, labor, purchasing, and scheduling

>>Business operated at a profit during all 15 months of the operation

**Fredrickson Motor Express, 1996**

Terminal Manager, Atlanta Office Location

>>Accepted management position of 120 employee terminal with severe operational problems and resolved each problem area by restructuring and implementing new procedures

>>Terminal processed over 1000 bills a day over a 40 door cross dock

**USF Red Star, 1995-1996**

Terminal Manager, Atlanta Office Location

>>Opened new facility for Red Star; recruited over 50 employees, set up all terminal operations and procedures for new location.

>>Brought sales from 0 to \$50K per day in less than one year

**Transus Freight (sold to USF Dugan), 1982-1995**

Terminal Manager, Atlanta Corporate Office Location

>>Managed 212 door break bulk/city dock facility with 425 employees and eight account executives. Directed 7 department heads (Sales, City Dock, BB Dock, Customer Service, Administrative, OS&D, and P&D)

>>Generated over \$150K per day in sales and processed over 3,000 bills per day

Terminal Manager, Various Field Locations

>>Orlando, FL (1989-1991) 35 door Break Bulk with 62 employees (15% sales increase)

>>Birmingham, AL (1987-1989) 35 door P&D facility with 42 employees (20% sales increase)

>>Memphis, TN (1986-1987) 90 door cartage Break Bulk agent (15% sales increase)

>>Laurel, MS (1984-1986) Small P&D operation with 10 employees (300% sales increase)

>>Macon, GA (1982-1984) Dispatcher/Operations Manager

**Education**

>>1981 B.B.A. Management, Georgia College and State University Milledgeville GA

>>1979 A.S. Business, Macon College, Macon GA

**Excellent references available upon request**