



PROFILE A seasoned transportation sales professional with a proven track record to increase revenue at a profit

- Twenty years of strong outside sales experience
- Master of presentations
- Extensive **cold calling** experience
- Powerful but gentle closing abilities
- Extensive knowledge of all aspects of transportation industry including LTL, TL, FCL, air carriers, and vessels
- Proficient at developing pricing structures for logistics services, warehousing and transportation

EMPLOYMENT

May 2015-November 2015 **Logistics Specialist** Adcom Worldwide, South San Francisco, CA
A non-asset based forwarder specializing in providing Airport-To-Airport and Door-To-Door service to high tech businesses especially those exhibiting at trade shows. My duties consisted of providing customer support and serve as account liaison. I also provided pricing and business proposals and I developed external and internal departmental relationships to enhance customer service and prevent service failures.

Key Achievements:

- Exceeded monthly quotas
- Consistently secured new business
- Especially proud that I secured a new account generating over \$10,000 monthly revenue in the third month by cold calling, effective fact finding, professional presentation to key decision makers and utilizing my closing skills

March 2013-March 2015 **Account Executive** Towne Air Freight – San Francisco, CA
An asset based carrier specializing in providing Airport-to-Airport and Door-to-Door service to air forwarders. Focus on building revenue from dormant accounts by offering competitive yet profitable rates. Provide logistics solutions in transportation, warehousing and distribution. Write and implement Standard Operating Procedures.

Key Achievements:

- Earned substantial bonuses by increasing revenue in capacity lanes and throughout network
- Recognized for securing substantial business from past inherited dormant accounts
- Ranked in Top 20 out of 100 account executives

June 2010 – December 2012 **Northern CA Account Manager** Honolulu Freight Service – San Leandro, CA
A domestic freight forwarder specializing in dry and chilled ocean services between mainland and Hawaiian Islands, Guam and Saipan. Organize meetings with new and established clients. Perform sales presentations that provide clients with information about HFS.

Key Achievements:

- Secured new business in first week of employment
- Secured at least one new account a month, including one of the largest chilled accounts in the area
- Consistent recognition for top sales performer

August 2001 to February 2010 **Senior Account Executive** ABF Freight System – Ft. Worth, TX
A top union LTL carrier based in Ft. Smith, AR known for quality service and user-friendly website offering various domestic and international transportation services. Increased quarterly revenue from \$300,000 to over \$1,000,000 at 91% pricing-controlled business..

- *Key Achievements:*
- Qualified for Presidents Club in 2003 and 2006
- Ranked No. 3 out of 300 in 2006 for top-generated new revenue
- Time Keeper Award in 2008
- Instrumental in developing website
- Extensive training on website to customers

EDUCATION B.A. Business Management, Webster University, Kirkwood, MO

ORGANIZATIONS: Commonwealth Club, San Francisco, CA
Bass Hall (Ft Worth) docent

References available on request

