

JSCO INC. EXECUTIVE RESOURCES
Transportation Recruiting Specialists
<http://www.directacareer.com>
E-Mail: recruiter@directacareer.com
Business: 800-723-2691 - Cell: 316-209-3377

Candidate Profile: devjo4hct

OBJECTIVE

A Senior National Sales Executive seeking a National Accounts Position with a quality transportation company.

SUMMARY OF QUALIFICATIONS

This candidate has twenty one years in National Account Management with the same company. He has a background that is sought after by all facets of the freight transportation industry. He has terminal operations experience as well as logistic experience. All of these attributes are coupled with his many years experience throughout the industry. Additionally, he has a proven successful track record that is verifiable. The candidate is highly motivated and brings with him the balance needed to be successful in the National Accounts Arena. He is qualified to hold positions of directorship, officer, or a National Account Executive position.

Experience includes:

Marketing Research	Sales Training	Account Collections
Strategic Planning	Sales Budgeting	Claims Administration
Contract Negotiation	Account Pricing	Freight Terminal
Operations		

1973 – Present

Carrier is one of the top four less-than-truckload common carriers in the United States, operating over 300 facilities with 20,000 employees in the United States, Canada, and Mexico with annual revenues of \$2.2 billion.

National Sales Executive 1992- Present

Responsible for accounts such as: GTE, GE, Union Carbide, Pitney Bowes, Witco Chemical, ABB, Kaman, and Konica.

Achievement: Achieved consistent record of incentives for excellence in meeting sales and profitability objectives.

Achievement: Played a major role in winning a National Account Carrier of the Year Award in the year 2000.

National Account Executive 1989-1992

Returned to National Account Program due to disbanding of the Corporate Marketing Program.

- **Achievement:** Created exception FAK Pricing for key F.W. Woolworth vendor ltl traffic that allowed my represented carrier to maintain both profitability and growth within the overall F.W. Woolworth Contract.
- **Achievement:** Worked with National Sales V.P. to nurture, develop, and train local account managers for future National Account opportunities. Mentoring Program resulted in three promotions to National Accounts.

Corporate Marketing Executive 1987-1989

Managed all aspects of the company's relationship with five accounts: JC Penny, North American Phillips, Panasonic, F.W. Woolworth, and ITT.

- Analyzed specific shipping patterns and transportation needs to recommend services provided by this and other divisions in order to meet account requirements.
- Negotiated rates/terms and prepared contracts.
- Coordinated field activities to ensure high quality service was provided to all account locations.
- **Achievement:** Developed North American Phillips and Panasonic into two of the largest accounts in my represented Land Services Group.
- **Achievement:** Managed growth of accounts to consistently achieve quota, with current total revenue of \$70 million.

National Account Executive 1982-1987

Qualified for new national program due to breadth of experience in sales and operations.

- Negotiated rates and contracts with fifteen national accounts including the above mentioned as well as: Allied Stores, Ingersol Rand, Nynex, and Bristol Myers.
- Coordinated field support for account locations nationwide.
- Researched and resolved problems related to service, operational issues, billing and pricing.
- **Achievement:** Successfully managed growth of accounts to achieve plan goals each of the five years in the position.
- **Achievement:** Exceeded goal by 30% for two years.
- **Achievement:** established a VIP Program with ITT to create a strong centralized program, which enabled ITT to become the sixth largest account in the company.

Terminal Manager 1979-1982

Promoted to Terminal Manager following successful completion of training program.

- Hired, trained, and supervised 17 drivers, two operations personnel, and two account managers and personally sold to major accounts
- **Achievement:** Instituted a driver run analysis, which allowed the company to focus sales efforts on more profitable traffic
- **Achievement:** Accomplished operating ratios of: 91.8, 89.8, 91.5, and 92.2 in the four years in this position.

Management Trainee 1978-1979

Selected to program based on sales accomplishments and managerial potential.

- Assigned to various terminals and was involved in all facets of terminal operation as well as in break-bulk operation and central line-haul control.
- **Achievement:** Achieved outstanding performance in the program which led to completion five months ahead of schedule

Sales Representative 1973-1978

- Called on and serviced local accounts in Waterbury and Stamford
- Appointed back to Waterbury to turn around poor performance situation
- **Achievement:** Received Sales Master Award

Easter Soil Testing 1971-1972

UNITED STATES ARMY ENGINEER CORPS 1968-1970
Served in Vietnam

EDUCATION

Sacred Heart University 1964-1968
Bachelor of Arts, Business Administration

University of New Haven 1976-1978
MBA Studies
Completed twenty-four credits