

**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 # jont652cha**

**Professional Objective**

To obtain a Facility Management position at an Air Freight Terminal or a Transportation Freight Terminal that will allow me to lead the company to greater revenue and profits, by utilizing my sales and operations background.

**Summary of Skills and Experience**

- More than 6 years of sales experience in the transportation industry.
- More than 10 years of operations experience in the transportation industry.
- Ability to bring on new and profitable business through effective cold calling.
- Strong organizational skills in order to manage a sales territory to exceed sales budget.
- Excellent research and analytical skills for financial management of P&L statements and budgets.

**Professional Experience**

**Director Sales and Marketing 12/01 to Present**

- Responsible for establishing weekly and monthly sales reports, expense reports, and sales area for the sales staff.
- Responsible for calling on block makers, concrete producers, and construction companies in southeastern states.
  - **Achievement:** Team Leader for Power Generation plant recruitment.

**General Manager 03/01 to 09/01**

- Opened facility on May 15, 2001.
  - **Achievement:** Started facility with \$0.00 revenue by September, 2001 revenue was \$55,000. Accomplished through cold calling and establishment of regular customers.
- Effectively worked with sales staff and inside staff to canvass market via industrial guides, trade journals, and local transportation organizations.
  - **Achievement:** Gross margin on business averaged 33.5% for the facility.

**Director of Provider Development/General Manager 08/99 to 03/01**

- **Achievement:** Account profitable for first time in 3 year history, in 1999 the account lost \$75,000, in 2000 the account turned a profit of \$174,000, based on \$40 million in FUM.
- **Achievement:** Increased minority content by 46%, by seeking out and training minority carriers.
- **Achievement:** Decreased receivables by 88%, through effective communication and billing.
- **Achievement:** Worked with 13 plants and implemented I2 system platform. Worked on development of a logistics, .com project.

## Professional Experience Continued:

### General Manager 08/95 to 08/99

- **Achievement:** Achieved first profitable quarter in 2 years for a \$10 million service center.
- **Achievement:** Increased equipment utilization by 24%, decreased equipment costs by 15%.

### Operations Manager

- **Achievement:** Established procedures for charter control for Customer Service.
- **Achievement:** Established written procedures for handling freight for the "Big Three".

### Account Manager

- Opened territory with 38 accounts and budget of \$250,000 in 1996.
- Opened 1997 with 400 customers and a budget of \$1.1 million dollars.
- **Achievement:** Exceeded sales budget in 1997 for first half of the year while holding operations position and sales position at the same time.

### Operations Supervisor 03/94 to 08/95

- Prepared Monthly operations forecasts and budgets.
- **Achievement:** Constructed, implemented, and evaluated new lane structures.
- **Achievement:** Reduced overall by 10% labor costs and improved equipment utilization & lane structures.

### Fleet Manager JIT 01/93 to 03/94

- New traffic implementation and evaluation.
- Oversaw dispatch, payroll, and vacation scheduling.
- **Achievement:** Improved mileage for fleet by 22%, for a fleet of 55 drivers and vehicles.

### Liaison/Director of Customer Service 05/92 to 01/93

- New traffic development.
- Liaison between Company and their suppliers.
- **Achievement:** Increased "HOT" Deliveries by 26% with new "HOT" program.

## Education

BS, Central Michigan University, Major: Economics Minor: Marketing

MBA, Oklahoma City University, Projected completion date July 2003 – International Marketing

Detailed Information and references available upon request to:  
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