

# JOHN DOE

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## SUPPLY CHAIN LOGISTICS EXECUTIVE Freight Forwarding Industry | U.S. Expansion of Global Businesses

Logistics operations leader with expertise in freight forwarding and extensive knowledge of the retail supply chain. Proven history of establishing and building the U.S. branches for international corporations and improving workflow.

### AREAS OF SPECIALIZATION:

- |                      |                                 |                     |
|----------------------|---------------------------------|---------------------|
| ✓ Freight Forwarding | ✓ Air   Ocean   Trucking   Rail | ✓ Warehousing       |
| ✓ Procurement        | ✓ Import   Export               | ✓ Customs Brokerage |

- **U.S. Operations Setup & Expansion:** Built and operated new U.S. branches/offices for 3 major global companies.
- **Leadership:** Lead by example to earn respect and loyalty of coworkers and clients. Manage and empower direct reports as well as multiple domestic and international project team members.
- **Global Relationships:** Develop productive relationships with multinational companies and with people in customs and freight stations around the globe. Extensive experience in emerging markets.

## PROFESSIONAL EXPERIENCE

**FRESCO LOGISTICS, INC.**, Tampa, FL

2017 – PRESENT

### VP Business Development

*Project-based role to build the export program for a respected logistics company. Manage key client relationships and help establish new relationships. Assess organizational structure and staffing needs in order to continue growth.*

- Recruited a Director of Export Operations to manage and improve the company's export product; recruited Sales staff to develop new business verticals.
- Secured Cargo Network Services (CNS) Certification to become an Endorsed Cargo Network Services Agent.
- Registered with the WCA, the world's largest and most powerful network of independent freight forwarders.

**FAST FREIGHT, LLC**, Tampa, FL

2011 – 2017

### Director of Operations (COO)

*Awarded a licensing agreement with Foreign Freight, a publicly traded Shanghai company, to open a U.S. office. In 2012 signed a 5-year contract to operate as Fast Freight, LLC and oversee all operations.*

- Successfully launched Fast Freight's U.S. branch in FL, and additional locations in Gainesville and Jacksonville.
- Worked with corporate office in Shanghai, China, to develop 1-, 3-, and 5-year business plans and budgets.
- Expanded revenue from \$10MM to \$50MM in a 5-year period.
- Grew the export team to 15 employees; managed HR including payroll and benefits (401(k) and health plans).
- Upgraded and moved facility from a 3,000-sq.-ft. office in Jacksonville, FL to a 5,500-sq.-ft. space in Tampa, FL.
- Administrative achievements included:
  - Established and managed banking relationships with HSBC, TD Bank, and Chase.
  - Managed U.S. financials including cash flow, liabilities, budget, expense control, and assigning credit terms.
  - Partnered with legal counsel to manage any claims, suits, and cases.
  - Assisted with conducting due diligence for Japanese buyers (Sagawa).
  - Hired a risk management firm to provide comprehensive insurance for all global group shipment operations.
  - Implemented critical systems including: Paychex Flex, a cloud-based HCM system, allowing better control and visibility of recruiting, applicant tracking, onboarding, timekeeping/attendance, payroll, benefits, and retirement plans; Logistics Enterprise and 4soft/Kewill, back-office software; and SAP Concur for expense, travel, and invoice management, first in the U.S. and then throughout the entire company worldwide.
  - Directed the company's annual global meeting in Atlantic City, where the majority stake acquisition by Sagawa was announced.
  - Negotiated sale of minority stake and exited company in January 2017.
- Supported company's acquisition of a local Danish/U.S. shipping company by performing legal due diligence, financial review, business integration, and onboarding employees.
- Hired a media firm to produce a commercial video to expand brand awareness.
- Worked with Sales team to secure and onboard major accounts including: Elie Tahari, GAP, J.Crew, Jones Apparel, L.L.Bean, Nike, Warnaco, and many others.

**FAST FREIGHT, LLC**, Tampa, FL  
**Director of Operations**

2009 – 2011

*Formed Fast Freight with a partner and secured a 2-year franchise agreement to open and operate a U.S. office of XYZ Global Logistics. At the end of the agreement, transitioned XYZ Global Logistics U.S. to the parent company.*

- Set up operations in FL including all aspects of launching a new business as a franchisee.
- Quickly built a customer base by leveraging previously nurtured relationships with fashion retailers.
- Established foreign agency relationships in hundreds of countries around the globe with U.S. trade agreements.

**FREIGHTOPS INTERNATIONAL CORP.**, Tampa, FL

2008 – 2009

**Sales Manager**

*Invited to return to FreightOps to help the CEO and president rebrand and rebuild after post-acquisition integration by Hong Kong-based Atlantic XYZ. Managed a book of business until the company closed in 2009 during the recession.*

- Redesigned and executed a new branding strategy including developing marketing materials and website; expanded global brand awareness at industry trade fairs such as CONECT, USA-ITA, AAFA, and RILA.

**FLIGHT LOGISTICS USA CORP.**, Tampa, FL

2007 – 2008

**Operations Manager**

*Helped launch and operate a startup freight forwarding company. Leveraged knowledge of industry best practices to expand the business to 40+ employees with offices in 3 states. Wore multiple hats in an entrepreneurial setting.*

- Led various aspects of starting a company, including: securing office space and designing layouts; lease negotiations; managing contractors and vendors; FF&E buildout oversight; branding and design of marketing materials and website; NVOCC licensing and other required filings; back-office and accounting systems implementations; integrating technology between GT Nexus, Log-Net, Amber Road and C-Team Systems; human resources management; establishing and managing processes.
- Recruited accounting, air, ocean, and sales staff to launch stations in NY, Chicago, and Los Angeles.
- Developed the C-TPAT program, passed validation in Indonesia, and managed compliance.

**FREIGHTOPS INTERNATIONAL CORP.**, Tampa, FL

2002 – 2007

**Corporate Account Manager**

*FreightOps specialized in the retail fashion industry and was acquired by Atlantic XYZ in 2002. Recruited upon request by an SVP at ABC, their newly acquired customer, I was responsible for managing key accounts and helped to establish compliance as a newly publicly traded company. Reported to the VP of Sales.*

- Created and implemented the Customs Trade Partnership Against Terrorism (C-TPAT) program; participated in the foreign validation process conducted by the DHS in Shanghai, China—one of the first ever conducted.
- Established a program for Federal Maritime Commission (FMC) compliance and tariff filing.
- Developed the marketing materials for the sales team and created PowerPoint sales presentations.
- Managed and delivered RFIs and RFQs for global bids, including writing the company descriptions.

**FASHION NOW**, Tampa, FL

1999 – 2002

**Corporate Account Supervisor – Fashion Retail Division** (2000 – 2002)

**Customer Service Representative** (1999 – 2000)

*Managed freight program for multiple key retail (import) accounts, including all ocean, air, and domestic shipments to both the U.S. and Canada for American Fashion Outfitters. Coordinated with freight stations.*

- Customers included: AFO, Duo Computers, Lo & Fong (formerly Millworks Trading), and Twin City Imports.
- Member of control tower team that managed Duo's first import of the iPac computer from Taiwan to the U.S.
- Completed GT Nexus (EDI software) master training in Hong Kong; trained U.S. staff during implementation.

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**EDUCATION**

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Hillsborough Community College, Tampa, FL 1998 – 1999; 2003  
Logistics and Transportation Management

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**TECHNICAL SKILLS | SOFTWARE**

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GT Nexus, MS Great Plains, Log-Net, Amber Road, C-Team Systems, Logistics Enterprise, 4soft/Kewill, Paychex, Concur