

ROBERT SMITH

Fleet Operations Manager

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Responsible for Ensuring daily and weekly audits are completed properly (cycle counts, cancel report, MARS audits), Focusing on Independent Contractor Partnerships (Onboarding, Training, Profitability Compliance).

2012 - 2015

FLEET OPERATIONS MANAGER - ABC CORPORATION

- Responsible for the fleet management of 2,400 light and heavy duty vehicles as well as 4,000 pieces of equipment Coordinated and managed the fleet logistics between the corporate division and the eight separate subsidiaries which operated in approximately twelve different states.
- Included all aspects of fleet management to include, fuel cards, title, tagging, registration, maintenance, pool vehicle reservations, GPS tracking, ordering, up-fitting, remarketing, communication, and training.
- Initiated and managed a fleet optimization cost reduction initiative which increased liquidity by approximately \$2MM and removed the associated depreciation expense from the unutilized fixed assets which improved the companies ROI.
- Managed several cost reduction initiatives through vendor price negotiations which led to a 25% annual cost reduction.
- Implemented a vendor evaluation process using standardized requests for proposals.
- Spearheaded and led the fleet leasing analysis project performing the necessary cost and forecasting analytics.
- Required the identification of all management and service costs associated with the program, a thorough understanding of the proposed fixed and floating rate components and how that compared to our internal cost of capital, as well as an understanding of the remarketing methods and costs.

1997 - 2001

FLEET OPERATIONS MANAGER - DELTA CORPORATION

- Responsible for the operation and overall utilization on the line haul fleet.
- Oversee DOT compliance and reporting as it relates to the fleet Track and maintain all vehicle usage, and audit and process all fleet related charges .
- Provide field operations assistance and communication in all fleet related accidents and service related issues.
- Managed the inbound & outbound customer & brokered freight, met rate per mile and revenue goals, and managed truck drivers daily activity.
- Maintained vehicle inventory based on market needs for fleet operations around the country.

- Tracked and coordinated fleet shipments and movements efficiently.
- Duties as the fleet operations manager were the management of the local drivers, scheduling and dispatching of night shuttle drivers, coordinated.

EDUCATION

Master's

SKILLS

Leadership, Planning, Program Development, Relationship Building.