

ROBERT SMITH

Transportation Broker

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As a Transportation Broker, responsible for Negotiating rates in transactional and contracted markets for the countries second largest transportation broker. Training and mentoring onsite and offsite employees.

EXPERIENCE

Transportation Broker

ABC Corporation - 2008 - 2008

- Responsible for personally generating leads in the acquisition of full truckload customer accounts throughout The United States, Mexico, and Canada via sell calls, emails, or appointments.
- Set appointments for customer shipments through bid services from JB Hunt, Schneider, and Responsible independent owners.
- Acted as a liaison in establishing pricing, cargo values, approving cargo content, and establishing and maintaining relationships with both customers and trucking services.
- Established and maintained carrier relationships.
- Identified and contacted qualified carriers for freight services.
- Negotiated contract and pricing agreements with carriers.
- Developed and implemented strategic operation processes.

Transportation Broker

Delta Corporation - 2005 - 2009

- Worked with customers across the United States and Canada to coordinate freight movement and financial transactions between Brokers, drivers.
- Solicited freight from Transportation Officers of the military Scheduled pick-up appointments Dispatched drivers to pick-up solicited freight.
- Was the Operations Manager responsible for taking shipments from Shippers and arranging for shipments with trucking companies and dispatching drivers.
- All commission reports account payable and receivable and general office duties.
- Software Used Microsoft Excel, Horizon Billing, Horizon Dispatch, PCMiller, and Dat Express I have excellent communication skills and management.
- Led a successful collaborative startup for a national transportation brokerage.
- Responsible for creating a diverse customer base resulting in gross annual sales of \$2.2M.



EDUCATION

- High School Diploma

SKILLS

Transportation, Developing, Management.