# Transportation Consultant

# ROBERT SMITH

Phone: (123) 456 78 99
Email: info@qwikresume.com
Website: www.qwikresume.com
LinkedIn: linkedin.com/qwikresume
Address: 1737 Marshville Road, Alabama.

## Objective

Looking to utilize my experience as a Logistics Account Manager. For 12 years I have been overseeing operations, transportation, third party logistics, and customer service and warehousing for Fortune 500 companies. A trained facilitator with outstanding interpersonal and negotiation skills.

## Skills

CPR, First Aid, Insulin Injection Administration, RAMP.

## Work Experience

### Transportation Consultant

**ABC Corporation** - January 2010 – December 2020

- Established and maintained excellent customer relationships.
- Built client relationships by acting as the liaison between the customer service and sales teams.
- Negotiated prices, terms of sale and service agreements Monitored market activity and quoted pricing to maintain healthy profit margins.
- Negotiated FTL, PTL & LTL rates with core carriers.
- Dispatched and managed relationships with numerous FTL providers.
- Consulted with clients after sales and contract signings to resolve problems and provide ongoing support.
- Met with an average of 15 clients per week consistently, resulting in a 92% client retention rate.

### Transportation Consultant

**Delta Corporation** - 2009 – 2010

- Maintain all Safety Department Administer billing and payroll Responsible for all daily reports Key Contributions Designed an in-house program for .
- Primary consultant in the movement of specialized equipment through out the US/Canada and to include international shipping as well.
- Quoting freight for our customers as well keeping them up to date on the location and delivery time of there freight.
- motivation, Client Relations, Ability to organize and establish filing systems, 10 Key, TYPING, Microsoft Excel, Multi-line Phone Systems, People .
- Managed the development of DHR safety policies, methods, and program designed to reduce numbers, severity, and exposure to accidents, injuries, and .
- Perform internal audit, Private Fleet Evaluation on 250 cars and trucks, Services Improvement, and provided information and direction to regional and .
- Manages a 2.5 million dollar budget for region 2 Transportation Program designed to meet the transportation needs of DFCS clients, the elderly, .

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## Education

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