

Strategic leadership practices developed over 20 years of progressive accountability in global sales management operations and business development.

- Executive sales leader with a rich mix of market analysis, forecasting, and sales strategy development experience; delivering sustainable revenue growth in the highly-competitive logistics and transportation industries.
- Accomplished managing complex sales processes and related budget, operations, and staff resources for Fortune 500 companies.
- Carved out market footprint with extensive understanding of marketing methodologies, negotiation skills and relationship management to outmaneuver several major competitors; driving territory and corporate revenues.
- Effective communicator forging prominent relationships with key transportation decision makers within Fortune 100 companies, as well as sales team and consensus building, and cultivating long lasting internal relationships.

SPAN OF EXPERTISE

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| ✓ New Business Development | ✓ Domestic & international Sales Management |
| ✓ Strategic Planning & Execution | ✓ Customer Growth and Retention Strategies |
| ✓ Emerging & Developed Markets | ✓ Startups / Mergers / Turnarounds |
| ✓ Team-Building Leadership | ✓ Presentation & Negotiation Expertise |
| ✓ Executive Development | ✓ Interpersonal / Communication Skills |
| ✓ P & L Management | ✓ Creative Problem Resolution |
| ✓ Executive Level Relationship Generation | ✓ CRM / Salesforce.com |

PROFESSIONAL EXPERIENCE

QUASAR USA. - Jacksonville, FL

2009 to Present

Vice President of Sales

Accepted position with privately held North American transportation company to be part of senior management team as company completed positioning and preparation for launch into international transportation market. Oversee a 70+ person sales business unit with annual revenues exceeding \$20 million. Work closely with and report to Quasar President on developing short and long-term business strategies, budget development and implementation, market strategies, and business expansion programs. Utilize training, coaching, and career development to motivate and improve sales performance.

Key Achievements

- Effective communicator developing executive level relationships with numerous Fortune 500 companies including Comcast, General Motors, Nike, and Sony.
- Increased business unit revenues by more than 50% in 12 months through customer development programs.
- Cultivated, negotiated and implemented long-term agreements in excess of \$100 million with several Fortune 100 clients.

VISTA LOGISTICS, INC. - Jacksonville, FL

2005 to 2009

Business Development Manager / Director of Channel Development

Recruited by VLI to support the growing demand for international import/export channels. Developed new account strategies used to successfully recruit and sign high profile government contracts. Led partner sales teams of 30 to 50 sales representatives; provided training, and supervision keeping team goals and objectives parallel with corporate directives. Reported to and supported Vice President of Sales and Marketing.

Key Achievements

- Worked directly with senior executive management to present corporate business plan to Wall Street institutions, which produced over \$15 million in equity financing, 2007.
- Instrumental in successful negotiations with three large government contracts resulting in 9% revenue growth in 2008.
- Skyrocketed channel partnerships from two to nine in 14 months by developing and implementing indirect sales and marketing strategies and strengthening neglected relationships, 2008.

PENNY INTERNATIONAL - Jacksonville, FL

2002 to 2004

National Sales Manager / VP Channel Development

Hired to provide support to start-up initiatives, and identify and develop core multi-modal sales channels for this international import/export logistics company. Utilized management skills and communication capabilities to analyze and determine current market opportunities. Reported directly to the Vice President of Sales.

Key Achievements

- Developed direct and indirect sales and marketing strategies for newly acquired import/export shipment company in southern Florida.
- Worked closely in conjunction with Central and South America development organization to prepare for integration of 2 smaller specialized freighter shipping companies.

JACOBSON GROUP - Daytona, FL

1998 to 2002

Regional Sales Manager / Director of Regional Accounts / Director of Sales

Provided national sales direction and support for multifaceted company involved in manufacturing and sales which supported northern Florida, Georgia and Alabama transportation industry. Directed recruiting, hiring, training, compensation and supervision of a 14-member sales team. Responsible for complete profit and loss management of sales organization. Reported directly to the President of the company.

Key Achievements

- Assisted senior executive management in successfully merging and integrating two diverse organizations while retaining 100% of existing employee base.
- Initiated and achieved company's first deal which exceeded \$1 million.
- Drastically increased corporate revenues from \$2 million to \$6 million in just two years with newly implemented sales tactics.
- Worked closely with the President and actively participated in company's merger and acquisition strategy.

EDUCATIONAL BACKGROUND**MBA General Business Management / Leadership**

FLORIDA STATE UNIVERSITY - Jacksonville, FL - 2006

Bachelor of Science Degree in Management

FLORIDA STATE UNIVERSITY - Tallahassee, FL - 1994