

Notable contributions:

- Transformed an administrative job into an outside sales position;
- Increased sales revenue by **80% in a six month** period by establishing and cultivating strong interpersonal relationships with both established and new customers;
- Successfully maintained solid relationships with the 60 independent drivers in the fleet; and
- Established an educational program with drivers and clients that provided essential information needed for full customer service and maximum driver safety.

Transportation/Logistics Manager Cabbage Inc. 1999-2002
Westlake, Ohio

- Managed the transportation of 100-120 truckloads of produce per week;
- Responsible for managing and maintaining a \$5 million transportation budget;
- Dispatched trucks effectively and accurately; and
- Diligent rate negotiator;

Notable Contributions:

- Brokered long-term deals with carriers and independent truckers so that the product was guaranteed to be moved weekly;
- Reduced costs by **15%** by establishing and maintaining long-term transportation contracts; and
- Creative and resourceful networking among independent truckers and carriers lead to the development of an unprecedented database of strong transportation leads.

Transportation/Logistics Sales C.H. Robinson Worldwide, Inc. 1995-1998
Cleveland, Ohio

- Managed logistics for large base of national and local customers;
- Negotiated rates and contracted services with trucking companies;
- Managed and maintained \$150,000 of gross annual profits;
- Other responsibilities included, but were not limited to: lane analysis; routing; sales forecasting; and customer support.

Hospitality Management Experience 1976-1985

- Embassy Suites Hotels; Stouffer Hotels (Renaissance Hotels); Marriott Hotels
- Sand's Deli; Fagan's; Damon's; The Cooker Bar & Grill; Yours Truly Restaurants

Education

Bachelor of Arts, Communication

Cleveland State University

Associate of Arts, Hospitality Management

Columbus State Community College