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Attn: Supply Chain & Logistics Leadership

RE: Enterprise Sales & Logistics Strategy – Zackary Patton

To the Hiring Team,

In today's complex supply chain market, you don't need a "sales rep" who chases transactional freight, and you don't need an "operations manager" who can't drive growth. You need a strategic Revenue Architect who understands that operational reliability drives enterprise revenue, and revenue funds reliability.

I operate at that exact intersection. Over the last nine years, I have built and scaled "Zero-Fail" logistics divisions that handle the most time-sensitive freight on the road while aggressively securing national accounts and scaling top-line growth.

My career is defined by three core metrics:

- **I Scale Enterprise Revenue (\$0 to \$4M):** At First Cast Solutions, I built a logistics division from scratch, architecting a sales and operations engine that scaled to a \$4M annual run rate in under 12 months.
- **I Protect Bottom-Line Margins (+125%):** At Mode Transportation, I diagnosed operational bottlenecks and pricing leaks to boost divisional profit margins by 125% while stabilizing at-risk client portfolios.
- **I Drive "Zero-Fail" Reliability (99% OTIF):** I don't just sell the dream; I execute it. By engineering high-reliability workflows, I maintained 99% On-Time-In-Full performance during volatile seasonal peaks, ensuring 100% retention of anchor clients.

Currently, as a Senior Business Development Manager with Compass Logistics, I am actively transitioning mid-market enterprise shippers from transactional models to strategic, high-margin partnerships.

Whether I am leading an enterprise sales floor, driving strategic account expansion, or implementing freight technology solutions, my playbook is designed to deliver sustainable, high-margin growth. I welcome the opportunity to discuss how my operational expertise and sales execution align with your commercial objectives.

Best regards,

Zackary R. Patton (423) 355-6383