

EXECUTIVE SUMMARY

Operating at the intersection of Enterprise Sales and Operational Excellence, I bring 9+ years of experience scaling logistics divisions and managing complex supply chains. I specialize in architecting "Zero-Fail" operations that drive revenue and protect margins, highlighted by scaling a division to \$4M ARR in under 12 months and boosting profit margins by 125%. Whether leading sales teams or implementing freight technology, my focus remains on sustainable, high-margin enterprise growth.

PROFESSIONAL EXPERIENCE

COMPASS LOGISTICS | August 2025 - Present | Senior Business Development Manager

Directing enterprise sales, strategic account management, and margin expansion for mid-market 3PL clients.

- **Strategic Revenue & Operations:** Pivoted enterprise shippers to strategic account models, expanding margins and client retention while conducting "ground truth" audits to resolve pricing leaks.

AMERICAN LOGISTICS | January 2025 - July 2025 | Independent Logistics Agent

Built a profitable independent freight agency by driving enterprise sales and full-cycle carrier procurement.

- **Agency Growth & Sales:** Executed aggressive outbound prospecting and pipeline management to secure new freight contracts and navigate volatile spot market pricing.
- **Client Retention:** Served as the single point of contact for all accounts, ensuring high-level service delivery and consistent asset utilization.

FIRST CAST SOLUTIONS | Nov 2023 - Dec 2024 | Director of Sales & Operations

Built and scaled a logistics division from \$0 to \$4M ARR, architecting operations before a strategic exit.

- **Sales Leadership & Strategy:** Built a high-performing team and transitioned operations to a strategic account model, securing Tier-1 retail partnerships, increasing lead velocity by 300%, and consistently exceeding revenue targets.
- **Cross-Functional Leadership:** Acted as the central hub between enterprise customers and carrier operations, ensuring alignment on contractual milestones and delivery timelines.

MODE TRANSPORTATION | Oct 2022 - Nov 2023 | Senior Sales & Operations Manager

Recruited to revitalize an underperforming territory, executing high-yield margin turnarounds and geographic expansion.

- **Margin & Operations Turnaround:** Implemented a margin preservation framework that stabilized at-risk clients and boosted divisional profit by 125%.
- **Market & Service Expansion:** Deployed sales operations across 4 new regional markets and launched a Warehousing offering, increasing regional revenue by 200% and capturing 40% net-new client revenue.

STEAM LOGISTICS | Sept 2020 - Oct 2022 | Director of Domestic Sales

Transitioned from individual contributor to sales leader, directing floor-wide performance and new business generation..

- **Enterprise Success Model:** Transitioned floor operations from a transactional brokerage model to a strategic account management model, securing Tier-1 retail partnerships.
- **Team Performance:** Built and trained a high-performing sales team, implementing rigorous KPI scorecards that increased lead velocity by 300% and consistently exceeded revenue targets.

COYOTE LOGISTICS | Jan 2017 - Sept 2019 | Senior Carrier Sales Manager

Managed high-volume freight operations and carrier capacity for a top-tier global 3PL.

- **Elite Fleet Operations:** Managed a "virtual fleet" moving 150+ loads/month, earning a Top 15 national ranking for 4 consecutive quarters.
- **Rapid Advancement:** Earned a promotion to a senior role within three months due to elite contract negotiation and relationship building.

AREAS OF EXPERTISE & TECHNICAL ARSENAL

- **Sales Execution:** Enterprise Sales, Pipeline Management, Contract Negotiation, QBRs, Supply Chain ROI.
- **Operational Control:** P&L Restructuring, Profit Optimization, Carrier Procurement, Spot Pricing, Zero-Fail Operations.
- **Technology Stack:** Salesforce, ZoomInfo, DAT, Truckstop, Greenscreens.ai, Freight Tech & SaaS.

EDUCATION

University of Tennessee at Chattanooga | B.S. Entrepreneurship & Management

Concentration: Business Strategy, Venture Capital, and Operational Scaling.