

Jeremiah Wise

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224-645-9595

Authorized to work in the US for any employer

Work Experience

Head of Operations

Barbary Coast Logistics - Mechanicsburg, PA

July 2020 to October 2020

Created guidelines for proper management of bookings with Shippers, and carriers, and trained employees how to use freight management systems.

- ◆ Provided great support to the team on proper management and tracking of shipments.
- ◆ Established and maintained relationships with carriers to expand capacity opportunities.
- ◆ Proven ability to assess risk and exercise sound judgment in making decisions.
- ◆ Monitored partner carrier truck/driver activity/hours of service, gauging driver wellness and ability to execute assigned workload.

NO LIMIT LOGISTICS LLC - Arvada, CO

November 2019 to June 2020

Carrier Sales Representative

R2 LOGISTICS - Jacksonville, FL

May 2017 to July 2019

Orchestrated conversations between shipper, receiver, dispatcher & driver to ensure well-managed loads & smooth executions of delivery.

- ◆ Brought consistent competition as one of the top agents in the entire sales department, month after month, producing over \$420,000 in profit in October of 2017.
- ◆ Researched carriers to ensure the highest quality service for accounts and their shipping needs. ◆ Consistently negotiated rates with carriers to produce the highest profit margins possible. ◆ Strong understanding of multiple TMS systems such as; TMW, Aljex, and Real-Time Freight.

Freight Broker

HARDCORE LOGISTICS - McKinney, TX

September 2016 to April 2017

Continually analyzed the logistics market to determine freight rates, ensuring competitiveness within the market place. Negotiated contracts with carriers and shippers and ensured all aspects of the transportation went smoothly. ◆ Created new relationships with carriers and shippers through cold calling.

- ◆ Great negotiating skills, and upselling strategies.
- ◆ Specialized in software such as Internet Truck Stop, Shipper Mate, Real-Time Freight.

Customer Support Agent / Team Lead

ALLPOINTS FOOD SERVICE PARTS AND SUPPLIES - Mount Prospect, IL

June 2011 to March 2013

Governed account management activities while providing leadership to peers and new employees. Worked closely with the purchasing department and initiated weekly contact with clients to present promotions, special programs, and price changes.

◆ Selected to service major accounts, including Disney, Sea World, and EcoLab, due to expertise. ◆ Generated \$35K+ in up-sells in one year, consistently exceeding monthly quotas of \$1K.

RECENT WORK & EDUCATION

Education

Bachelor of Science

Eastern Illinois University - Charleston, IL

August 2004 to August 2009

Skills

- Account Management (5 years)
- Tier-1 Technical Support (2 years)
- Client Relations (3 years)
- Conflict Resolution
- Call Center Environments (5 years)
- Sales (7 years)
- Customer Service (7 years)
- Shipping Processes (3 years)
- Head of Operations Prospecting (1 year)
- Team Leadership (3 years)
- Training (4 years)
- Vendor Relations
- Citrix (2 years)
- Salesforce