

KYLE VAN DE VOORDE

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PROFESSIONAL SUMMARY

Experienced and versatile logistics professional with over 10 years of industry experience, combining expertise in carrier sales, customer sales, driver management, and RFP/RFQ processes. Adept at developing and maintaining relationships with customers and carriers, identifying needs, and providing customized solutions. Proficient in developing and implementing efficient routing and delivery strategies to ensure timely delivery of goods. Possess a proven track record of negotiating rates with customers and carriers, managing and coordinating transportation of goods, and analyzing market trends to make informed pricing decisions. An effective communicator with strong leadership and organizational skills, capable of working collaboratively across diverse teams to meet business goals.

KEY SKILLS

- Communication
- Proven Leadership
- Prioritization and Management
- Adaptable and Flexible
- Strong Negotiator
- Market Trends
- Industry Knowledge
- Compliance and Regulation
- Logistical Planning
- Pricing Trends

PROFESSIONAL EXPERIENCE

Granite Logistics (Remote)

Customer Sales and Pricing

Sept 2022 - Feb 2023

- Developed, analyzed, evaluated, coordinated, prepared cost proposals for customers.
- Reviewed and interpreted RFPs for all pricing requirements, worked with proposal teams to set up bidding approach and researched historical data in detail to develop fully traceable summaries.
- Created spreadsheet models and produced fully compliant and accurate proposals, managing the to end-to-end leadership of the pricing process.
- Analyzed current trends and performance data to provide recommendations for pricing strategy improvements, shared industry trends and market conditions with upper management and staff, and offered pricing based on knowledge of costs, availability, competitor pricing, and overall targeted company margin thresholds to drive shareholder value.
- Calculated margin impact on price deviations based on all applicable variables and served as a direct liaison between regional managers and sales managers to assist in pricing specific decisions.
- Entered new orders into the TMS as they came in to be dispatched for pick up.

Flock Freight

Carrier Sales Representative (Remote)

Sept 2021 - Aug 2022

- Worked as a Carrier Sales Representative at Flock Freight, where I collaborated with carriers and managed the transportation of goods by road, ensuring timely delivery and cost-effectiveness.
- Developed and maintained relationships with carriers, negotiating rates and contracts to meet customer requirements and maximize profits.
- Quoted RFPs and RFQs, reviewed and interpreted pricing requirements, and collaborated with the pricing team to develop pricing strategies.
- Analyzed market trends and competition to make informed pricing decisions and improve profitability.
- Conducted market research to identify potential carriers and developed new carrier partnerships to expand the network and improve service offerings.
- Managed daily carrier operations, including load assignments, dispatching, and resolving issues or disputes in a timely and professional manner.
- Utilized transportation management systems and other tools to monitor shipments, track performance, and analyze data to improve carrier performance and customer satisfaction.
- Collaborated with sales teams and provided support in customer acquisition and retention, including quoting and routing shipments to meet customer requirements.
- Assisted pricing teams with additional and routine department reports and updates.

Tucker Company Worldwide, Haddonfield, NJ (Remote)

Carrier Sales Representative

Apr 2017 to Mar 2021

- Develop and maintain strong relationships with carriers to secure competitive rates for freight movement
- Manage a portfolio of accounts and negotiate rates for various modes of transportation including truckload, less-than-truckload, and intermodal shipments
- Utilize industry knowledge and market trends to identify new business opportunities and increase revenue
- Provide exceptional customer service to both carriers and shippers, ensuring on-time delivery and resolution of any issues
- Collaborate with internal teams including operations and dispatch to ensure successful execution of shipments
- Utilize technology platforms such as TMS and CRM to manage daily tasks and track progress towards goals

Riechmann Transport Inc, Granite City, IL

Carrier Sales Representative

Nov 2015 - Apr 2017

- Coordinated with carriers to ensure timely pickup and delivery of freight
- Managed freight costs by negotiating rates with carriers
- Tracked shipment progress and provided updates to customers
- Resolved issues related to freight delivery and billing
- Developed and implemented strategies to improve efficiency in the freight delivery process
- Tracked shipments and provided regular updates to customers

Driver Manager/Dispatcher

Jun 2011-Nov 2015

- Managed a fleet of 25 trucks, including routing and scheduling product deliveries
- Ensure compliance with all DOT and federal road procedures
- Coordinate fleet maintenance and ensure all repairs are completed properly
- Schedule new equipment training for drivers and ensure they are fully certified to operate the equipment and inform drivers when their licenses or medical cards need to be updated
- Assess job site delivery requirements and assign appropriate delivery vehicles
- Resolve vehicle safety issues by routing vehicles to appropriate service facilities for needed repairs
- Keep customers informed of delivery status
- Participate in hiring of drivers and material handlers, as well as their performance management

EDUCATION

Associates of Arts, Business Administration, Southwestern Illinois College, Belleville, IL
2008, 3.5 GPA