

**Ruben Mark Maldonado
Rader**

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Logistics Manager

Administration ♦ Finance ♦ Logistics ♦ Customer Service

Highly experienced executive professional in logistics and transportation business development. Demonstrated organizational, administrative, and leadership success in the transportation and financial industries. Proactive customer-centric with excellent relationship building skills that create long-term, loyal customers.

Areas of Expertise

- ♦ Organizational Strategy Development
- ♦ Procedure & Policy Development
- ♦ Sales & Strategic Partnering
- ♦ Sales
- ♦ Strategic Market Development & Growth
- ♦ Business Development & Management
- ♦ Contract & Deal Creation
- ♦ Project Development

Professional Experience

Transportes Odano S.A. de C.V, Queretaro, Qro

Managing Director, 1999 - Present

Successfully developed and built business from startup conception. Manage daily operations including truck, driver, and trailer logistics coordination and comprehensive budgeting and accounting. Track and acquire extensive customer database. Develop customer leads into strategic customer accounts.

- ♦ Setup and developed business' operating procedures in compliance with all regulatory requirements.

Career Highlights

Managing Director, Serfin Securities, Inc, New York, US, 1994 - 1996.

Private Client Area Manager, 1990 - 1994.

Education

Master's in Business Administration, *Tecnologico de Monterrey Campus Queretaro, Queretaro*

Actuarian, *Universidad Anahuac Mexico, Mexico*