

Evan Cole

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Aggressive Director of National Accounts with over 7 years of experience in operations and account management in the transportation industry. Experienced professional in the growth of existing customers as well as the development of new accounts. Focused on business plan results and emphatic on the value of the customer relationship, but understanding of the importance of analyzing, collaborating, and solving problems to fit the customer's needs.

Work Experience

SunteckTTS / MODE Transportation

Director, National Accounts; June 2018 - Present

- Oversaw a \$65M annual book of business
- Grew sales 20% during term of employment
- Managed a remote team that helped procure capacity for all customers in the agency
- Coordinated with carriers on agency opportunities
- Generated internal reports to help operations team prioritize efforts
- Responsible for pricing all customer RFQs/RFPs and maintained pricing data for all customers within the agency
- Provided customers with strategy and pricing guidance based on market analytics
- Assisted AP/AR with balance due and payment issues

THE REDDEN GROUP (an independent agency of SunteckTTS)

Logistics Specialist; September 2014 - June 2018

- Managed an annual \$60M book of business
- Learned valuable account management skills managing transportation for Fortune 500 companies
- Generated custom reports that helped focus our efforts on certain customer service aspects which in turn increased customer satisfaction and agency profitability
- Personally secured capacity for, dispatched, and/or tracked and traced over 4,800 shipments

J.B. HUNT

Carrier Sales Coordinator; January 2014 - September 2014

- Developed and secured a carrier base to build capacity for our branch's freight profile
- Facilitated in the purchase of \$1.9M worth of transportation services
- Qualified potential contractors and finalized agreements with them
- Helped to build the branch's volume by soliciting new and existing customers for freight opportunities
- Aided in increasing the Nashville branch's profits 3x during my CSC tenure

Regional Fleet Manager; January 2013 - January 2014

- Managed a fleet of 30+ regional company drivers
- Monitored drivers' DOT and JB Hunt compliance, payroll, routing, overall service, etc.
- Learned JB Hunt transportation management systems and practices
- Earned valuable customer service and management experience
- Completed Leaders 101 (a University of Arkansas sponsored training course at JB Hunt corporate in Lowell, AR) in August 2013

THE REDDEN GROUP

Intern; June 2009- August 2009

- Monitored and billed corporate clients over \$500,000 in invoices
- Learned transportation management systems and software
- Helped with all general office administration jobs

Education

The University of Tennessee - Knoxville, TN

August 2006 - July 2010

- Bachelor of Science in Business Administration
- Majored in Marketing with a concentration in Supply Chain/Logistics
- Activities: Phi Sigma Kappa Fraternity, Student Government Association

Skills

- Proficient computer skills (MS Excel, Word, PowerPoint)
- Familiar with SAP, SAAS, McLeod, and other transportation management software