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OBJECTIVE – Seeking logistics opportunity in the Columbus area that offers continued growth, challenges, the opportunity to exercise my leadership experience, and move back home.

PROFFESIONAL EXPERIENCE

2017 – Present – Diesel Global Logistics

Strategic Business Executive

- Provide simplified logistics solutions to better manage complex international customer supply chains. Work directly with customer suppliers to provide a seamless flow throughout the supply chain improving cost and service within a shared international transportation network between the US, Canada, & Mexico supported by Consolidation Centers executing Milk-runs, TLs, LTL, Full Border services, consolidation/deconsolidation and Delivery.
- Manage all aspects of company business activities; operations, customer development financial management, personnel management and development, and carrier purchasing and development
- Lead company from \$6 to \$29 Million in annual revenue through business development and process improvement, while transitioning from a brokerage to a 3pl provider
- Development and management of company metrics key metrics
- Collaboratively conduct team sales presentations and new account implementations
- Work with customers in a consulting role applying reverse logistics principles
- Work closely with Analysis/Rating Departments pricing new business opportunities and evaluating profitability of existing business

2004-2017 - Schneider Logistics

Director of Final Mile Delivery – Ford Customer Service Division Leadership

- Accountable for Final Mile delivery of Ford Motor Company service parts shipments to 2500 dealers in the US
- Manage a transportation budget of approximately \$200M annually in various modes, including air, small pack, LTL, truckload, and dedicated deliver
- Led a team of over 80 logistics professionals across 23 locations
- Serve over 4,200 Ford Dealerships handling customer service, claims, returns and HAZMAT shipping certifications up to air shipments
- Accountable for the performance execution of approximately 500 dock laborers, 300 drivers, and 110 associates, in seventeen cross-dock locations across the United States nightly

Relationship Building/Management

- Strategically balance the conflicting priorities inherent in doing what is best for the customer as a Lead Logistics Provider while maintaining a positive margin for Schneider corporate
- Develop and sustain relationships with owners and executives of dedicated delivery service (DDS) carriers
- Maintain regular discussions with DDS carriers about rates, non-Ford business, M&A activity, financial health, industry intelligence, etc.

- Cultivate strong relationships with Ford senior leadership, encouraging honest dialogue about process, personnel, carrier performance, and continuous improvement
- Collaborate with Ford senior leadership on initiatives that drive cost savings and efficiencies for the network while sustaining high service levels for the dealer community
- Sustain strong relationships with peers to better execute legal, purchasing, safety, analytical, and technology-related tactics

Team Building

- Encourage company morale, team building, and employee development by facilitating strategic managerial training, communication exercises, and mentoring sessions
- Successfully onboard new managers into crucial leadership roles while providing insight to customer leadership as to the value of employee churn
- Develop strong collaborative relationships with long-term employees that result in improved performance or a successful transition to other roles outside the organization

East Regional Field Operations Manager, Ford Customer Service Division, 2006 - present

- Responsible for communication, resolution, and implementation of all customer processes, transportation issues, and multi mode traffic execution in an extremely high service, shared retail delivery network facing roughly 2000 Ford, Lincoln, Mercury, and Volvo Dealers
- Manage, develop, and direct 11 managers and 18 associates operating on sight in 11 Ford Parts Distribution Centers, with a regional transportation budget of \$84 million
- Accountable for profit and loss of \$1.7 million personnel, training, and expense budget
- Manage the reporting, review, and payment of key transportation cost, standard measures, and actual performance to executive Ford and Schneider Logistics leadership
- Function as the communication link between the customer's headquarters, individual Ford distribution facilities, and transportation providers servicing 11 Ford facilities
- Working knowledge of distribution center, warehouse, and picking operations
- Identify and implement routine tactical as well as large scale strategic transportation logistics projects; successful execution of 16 route redesigns resulting in \$14.5 million in customer savings in a two-year time period
- Develop third party multi-customer retail distribution delivery network servicing the eastern United States
- Develop key collaborative customer relationships that enhance the effectiveness of the team and contribute to SLI's ability to deliver value to Ford

Purchasing Manager - 2004 - 2006

- Accountable for developing strong relationships between Schneider Logistics, carriers, customers and various internal Schneider support components
- Worked closely with the customers, ArvinMeritor, Remy International, and Keystone Automotive, developing strategic relationships and logistics plans managing combined transportation budgets of \$220 million
- Accountable for service provider relationships to include but are not limited to; sourcing, negotiating, contracting new providers, addressing service concerns, and payment resolution
- Provide transportation operations expertise to create the best value for Schneider Logistics customers; including but not limited to; mode evaluation, carrier evaluation, price and service
- Initiate and lead the bid process along with all negotiations for carrier rates, contracts, and rate schedules
- Executed \$50 million multi mode bid netting 15% savings for a key customer
- Support and participate in customer and carrier reviews, lead the carrier scorecard process to improve service provider metrics
- Regular management of 50 – 100 projects in fast paced changing environment

1998-2003 - ProTrans International Inc.

Manager Carrier Development and Relations, Purchasing

- Manage company longhaul, less than truckload, and expedited carrier usage and develop sourcing strategies that increased efficiency
- Responsible for 3PL and 4PL negotiations of \$85 million transportation budget encompassing Canadian, Mexican, and Domestic operations
- Developed, implemented, and led 24 member Carrier Development and Relations Team chartered for continuous service, cost containment, and optimization goals
- Development and management of key metrics for field operators and company leadership
- Participant conducting team sales presentations and new account implementations to include onsite customer startups

Service Center Manager

- Team manager responsible to ensure the completion of tasks necessary for all aspects of terminal operations, supporting the supply chains of over 30 manufacturing customers
- Development and administration of service center budget, profit, and loss
- Frequent contact with internal and external customers to ensure accurate execution of logistical action plans including customer onsite start-ups
- Selected to participate in process improvement projects most notably On Time Team; Worked with IT Department on key software enhancement that contributed to seven percent improvement on time performance
- Developed, trained, and mentored Service Center Operations process management strategy that streamlined daily tasks resulting in reduction of workforce while increasing efficiency
- Prepared service center for ISO 9002 initial certification
- Selected real estate, 100 door cross dock, opened expanded Service Center allowing for significant local expansion

1990-2013 - Ohio Air National Guard, Security Force - Retired

- Operated in critical leadership positions in numerous training and deployed real world scenario's
- Logistics NCOIC; Training and management of personnel, assigned to support logistical action plans, for deployment of a 100-person team for real world and training operations
- Procurement and budget management of all team equipment and supplies
- Squad Leader: Maintained, mentored, and trained Fire Team Leaders management of training records to ensure readiness
- Squad Training NCO: Audited and trained squad leadership on maintenance of training records to ensure proper deployment and readiness
- Fire Team Leader: Maintained team administrative records to ensure proper deployment and training ground combat readiness

Education/Certifications/Awards

Bowling Green State University

Criminology and Corrections, minors in Political Science and Psychology

United States Air Force Basic Training/Security Forces Academy

Schneider National Presidential Award for customer service 2009 and 2013

Presented 2005 ArvinMeritor Presidential Award for exceptional service

Awarded Team Manager of the Year 2000, ProTrans International Inc.

Awarded Four Monthly Facility Awards, ProTrans International Inc.

Certified Professional Negotiator