

## Logistics Executive

*Operations-driven executive with a record of scaling logistics, distribution, and supply-chain organizations while improving profitability. Led P&Ls and scaled operations to more than \$700M in revenue, and delivered multimillion-dollar savings through network optimization and automation. Career spans COO leadership and advisory roles modernizing systems, strengthening commercial execution, and elevating team performance across global 3PL, manufacturing, and life sciences. Known for transformational leadership grounded in disciplined execution, technology enablement, and leadership development that sustains results.*

Language skills: fluent in Spanish

### CAREER HIGHLIGHTS

- ◆ **Enterprise P&L Stewardship and Financial Uplift:** Drives disciplined financial leadership across complex, multi-site operations, managing P&Ls and transportation portfolios exceeding \$380M. Delivered \$4M+ in savings through TMS automation, led cost-of-quality programs that reduced spend by 8%, and scaled businesses from startup to more than \$700M in revenue while protecting margin performance.
- ◆ **Operational Transformation and Scalability:** Architects large-scale operational modernization across supply chain, logistics, and distribution environments. Led network optimization, hub-and-spoke redesign, and automation initiatives across 13 DCs, 500 branches, and global programs spanning 4 continents, identifying more than \$5M in cost savings and improving order-to-cash cycles by 5 days.
- ◆ **Growth Strategy, GTM Execution, and Revenue Acceleration:** Builds market-winning commercial engines that convert strategy into measurable results. Designed GTM models, launched new sales organizations, implemented CRM systems, and rebuilt domestic brokerage operations that tripled revenue, generated 17% YoY growth, lifted margin by 2.5 points, and improved win rates across U.S. and Mexico markets.

### AREAS OF EXPERTISE

Organizational / Strategic Planning  
P&L Ownership  
Talent Development

Transformational Leadership  
Go-To-Market Strategies  
Technology & Automation

Revenue / Profit Growth  
Continuous Improvement  
Sales Leadership

### PROFESSIONAL EXPERIENCE

**BTNA | Fort Worth, TX**

**2024 - Present**

#### INDEPENDENT CONSULTANT

Fractional C-level leader partnering with multiple companies to improve operational efficiency, accelerate revenue growth, and modernize workflows through scalable software systems and automation.

#### *Client engagements:*

- **3M — Global Supply Chain Transformation (1-year contract):** Sponsored by the COO and Global Head of Distribution, led a \$500M+ cost-of-quality and network optimization program across 4 continents that delivered an 8% cost reduction, eliminated \$12M in dead inventory, standardized packaging, and reduced transportation spend by 9%.
- **Global 3PL — Commercial Sales Strategy and Team Performance:** Built a cross-border commercial organization with new sales methodology, SOPs, and disciplined sales cycles that strengthened pipeline performance and improved win rates across the US and Mexico.
- **Domestic 3PL — Commercial Rebuild and Go-to-Market Acceleration:** Designed the commercial strategy, launched the first formal sales team and agent network, implemented CRM, and drove 17% revenue growth with a 2.5% YoY margin lift.

**MSC/MEDLOG, NORTH AMERICA | New York, NY**

**2020 - 2024**

#### Vice President

- **P&L and Operations Leadership:** Oversaw sales and operations for the 3PL arm of a global steamship line with full P&L accountability and ownership of all contract negotiations.
- **Startup Launch and Revenue Scale:** Built the U.S. business from zero revenue to more than \$700M, starting as one of 4 employees and growing the platform into a national operation.
- **Strategy, Mission, and Vision:** Authored the mission and vision statements and translated the growth strategy into executable operating plans across functions.

- **Network and Facility Expansion:** Developed a national hub network, opened warehouses and transload sites, and created a co-branded JV model that extended service from port to customer locations.
- **Commercial and Market Growth:** Designed the commercial model, targeted the top global customers, and built vertical focus across Pharmaceuticals, Industrial, Retail, and Government, while scaling domestic brokerage to \$200M.
- **M&A and Strategic Partnerships:** Led 4 acquisitions and joint ventures, expanding to more than 1,000 employees, 35 locations, and a transportation fleet of 1,800 trucks.
- **Infrastructure, Technology, and Performance:** Built technology systems, enterprise SOPs, leadership structure, service offerings, and enterprise KPIs to support sustained national growth.

**SEALINK INTERNATIONAL | Plano, TX****2017 – 2020****Vice President**

- **North America Leadership & P&L Ownership:** Directed all sales and operations for a global 3PL entering the U.S. market, managing a \$100M+ P&L, growing more than 5%, and leading a team of roughly 100 employees.
- **Domestic Brokerage Expansion:** Built a new domestic brokerage and service offering, added 2 sales executives and 6 brokers, and tripled brokerage revenue.
- **Process Modernization & Margin Impact:** Rebuilt billing and order-to-cash processes, reducing days to pay from 38 to 33, improving cash flow, and lifting margins by ~4 basis points while driving higher customer satisfaction.
- **Sales Infrastructure & Commercial Strategy:** Created SOPs, work instructions, and a comprehensive commercial strategy while serving as project sponsor for CRM implementation to strengthen pipeline performance.
- **Talent Development & Enterprise Growth:** Negotiated carrier contracts, expanded international forwarding operations, drove double-digit revenue growth, and developed future leaders including advancing an IC Sales Executive to Sales Director.

**DOHMEN LIFE SCIENCE SERVICES | Memphis, TN****2015 – 2017****EXECUTIVE VICE PRESIDENT, SUPPLY CHAIN SERVICES**

- **Operations and P&L Leadership:** Directed distribution and transportation across 3 facilities totaling 800,000 square feet, overseeing fulfillment of 3,000 daily orders across 7,000 SKUs and managing a \$100M P&L for a \$200M pharmaceutical distributor.
- **Process Improvement, Cost Savings, and Technology Enablement:** Drove continuous improvement efforts that identified more than \$5M in savings while leading the implementation of a transportation management system that increased automation and visibility across operations.
- **Strategic Partnerships and Cross-Functional Execution:** Negotiated transportation contracts across parcel, LTL, truckload, and international shipping while partnering with legal, finance, and customer service to improve productivity and program delivery.

***Previous roles:*****REXEL HOLDINGS | Dallas, TX | DIRECTOR OF NATIONAL TRANSPORTATION**

- **Transportation & Network Optimization Leadership:** Led \$380M transportation for an \$18B distributor, managing a 600-truck fleet across 13 DCs and 500 branches, delivering \$4M+ savings through TMS automation while designing a hub-and-spoke network, driving network optimization, and supporting M&A integration across union and non-union operations.

**IRB LOGISTICS (PANTOS LOGISTICS) | Grapevine, TX | VICE PRESIDENT OF GLOBAL LOGISTICS**

- **Integrated Logistics, P&L, and Continuous Improvement:** Led a 50-person multi-site team for a \$4B freight forwarder, owning a \$300M P&L and a 300-truck fleet while building a brokerage to \$90M, generating \$8M in revenue, delivering \$14M in client savings through Lean Six Sigma, and driving TMS, inventory, and multimodal optimization initiatives.

**EDUCATION & CERTIFICATIONS****Master of Business Administration (expected 2027)***Georgetown University* | Washington, DC**Bachelor of Science in Multinational Business Operations***Florida State University* | Tallahassee, FL**Global Logistics Specialist | Six Sigma Master Black Belt | Lean Management**