

# Dean W. Anderson

## GENERAL INFORMATION:

6017A California Avenue

Nashville, TN 37209

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## EDUCATION:

The Auburn University, Auburn, AL

Spring 2011

Bachelors of Arts in History

## EXPERIENCE:

(2018 to 2020) - Universal Logistics Holdings

### **Tennessee - Business Development**

- Within 1 year, landed 12 accounts generating over \$1,200,000 in revenue.
- Expected 225 weekly contacts to unique companies, 60% by phone and 10% Unique Marketing.
- Leading a team of 4 Business Development Reps while overseeing and becoming intimately familiar with the Southeast Territory of 71 accounts, generating an annual revenue of \$22,000,000. Reporting internally week-over-week to identify accounts in growth and slippage while creating action plans to correct course.

- Solely responsible for creating travel strategy for 2 Outside Reps. This includes requesting visits and planning itinerary in addition to creating presentations and providing data.
- Brought in 30 Bid opportunities in 1 year, while monitoring Bid windows for all accounts.
- Ensured proper billing within the territory and maintained \$32,000,000 in credit.
- Internal Sales Training to be able to effectively and publicly communicate: Core Mission, Customer Service, Technology, and Competitive Advantages.
- Mentored new Reps outside of territory to develop effectiveness and to pass along best practices.

### **(2015 to 2018) - Forrest Appraisal Services**

#### **Tennessee - Residential Appraiser Trainee**

- Certified trainee in December 2015.
- License #5159 independent contractor working to become a licensed real estate appraiser.
- Over 3000 hours of experience appraising homes in Williamson and Davidson county.
- Completed over 500 appraisals for customers including Pinnacle Bank, Regions Bank, First Bank, Renasant Bank, and other lenders.
- 200+ hours of education courses completed.
- Reviewed and analyzed local market data trends, property tax records, and other relevant data to ensure the accuracy of the details in each appraisal.
- Developed accurate property valuations for single family homes, condominiums, and duplexes.
- Managed scheduling deadlines including rush appraisals and met all of the lender's appraisal conditions and USPAPs guidelines and expectations.

**(2011 to 2015) - Helmerich & Payne**

**Texas & Arkansas – Motor Hand, Pit Hand, Lead Floor Hand**

- Promoted to Lead Floor Hand after 2 months of work; upon being promoted to Pit Hand was responsible for training and mentoring several employees.
- Comprehensive knowledge of drilling fluids through close relations with the Mud Engineers on location; assisted with maintaining fluid properties and in charge of mud checks.
- Complete understanding of Drilling Rig Components include, but not limited to, hydraulic mechanisms, ST-80s, slips, PDS, mud tanks, shakers, drill bits, BHA, down hole tools, BOPs and various other rig apparatuses.
- Worked on wells in South Texas, Arkansas, and East Texas.
- Promoted from Lead Floor Hand to Pit Hand after one year and managed an entire Oil Based Mud tank system, while assisting the Derrick Hand with PH and weight balance.
- Promoted from Pit Hand to Motor Hand after two years and learned the electrical systems of the rig and was in charge of training, mentoring, and instructing three or more employees.

**(2008 to 2011) - Auburn University**

**Auburn, AL - Equipment Manager**

- Equipment Manager, Auburn NCAA Football team.
- Assigned equipment to each individual player and played a pivotal role with the quarterbacks during and after practices.
- Assisted the referee staff during each game to manage the game time clock and general equipment repairs.
- Oversaw the organization of the team's various equipment apparatuses, including ensuring the durability of each piece of equipment and compliance with NCAA rules and guidelines.