

PROFILE SUMMARY

Accomplished, metrics-driven, and enthusiastic professional with a goal to obtain a dynamic, challenging opportunity that contributes to the success of the customers and the business. Proven track-record of first-class account handling and client satisfaction. Ability to drive the growth and shape the future of established and emerging 3PL, that will have a significant impact on customer's operation and growth. Well versed in driving net new business by leveraging one-to-many and one-to-one outbound campaigns in addition to qualifying and progressing inbound opportunities from marketing and partner channels. Working backwards from customer goals and objectives, understand the footprint, challenges, and business objectives your customers face. Passionate about freight Sales, highly professional attitude, and a commitment to achieve sustainable pipeline growth.

CORE COMPETENCIES

- Remarkable ability to prospect, identify, pursue, and close new revenue opportunities
- Working knowledge of strategic selling, for account and opportunity management
- Great passion for helping customers to achieve their desired business outcomes
- Build and execute strategic joint go-to-market plans with ISVs to expand their business
- Accurately track activity and forecasting pipeline and sales targets in CRM (Salesforce)
- Ability to think and act independently within a fast-paced multi-task driven environment
- Manage time efficiently, meet personal goals, and work effectively with customer teams
- Outstanding verbal and written communication skills to interact with stakeholders
- Strong technical, sales, and listening skills and great team sense to collaborate with sales leaders
- Proficient with computer systems and MS Office Suite (Word, Excel, PowerPoint, Outlook)

PROFESSIONAL WORK EXPERIENCE

Business Development Manager – Lotte Global Logistics Inc., Las Colinas, TX**Dec 2021 – Present***(Global full-service supply chain management, from warehouse management, to e-fulfillment, transloading, trucking, brokerage, chemical transport, and international logistics.)*

- Contribute significant revenue to Lotte's verticals by prospecting, qualifying and closing deals for new business development.
- Consistently achieve 180% monthly sales quota, generating over 720K in revenue since employment.
- Up-sell additional services to existing accounts generating incremental G.P. of 75k since employment
- Coordinate sales activity Via Salesforce.com CRM to ensure service delivered in timely, complete, and profitable basis.
- Execute training for new hires while reducing ramp time from 3 months to 1 month.
- Proactively lead and coordinate training for industry's best practices to identify and implement selling techniques (Solution Selling, Disrupting Selling, Social Selling).

Inside Sales Representative – CargoBarn Inc., Dallas, TX**July 2021 – Dec 2021**

- Prepared and present proposals and quotes and recommend solutions based on customer needs and wants.
- Exceeded profit quota each month with around 290% on average.
- Generated over \$545,000 in new revenue stream within 6 months of employment.
- Prioritized daily workflows, including all quotes, escalations and sales-related inquiries.
- Onboarded tens of new accounts, established customer credits, and set up payment terms.
- Successfully closed and profitably negotiated contract rates while simultaneously, managing, and assuming ownership of service contracts for major midsize national companies.
- Exercised independent judgment and ownership in the full brokerage cycle: customer and carrier relationship management, price negotiation, and analysis of market trends.

Test Engineer – Abbott Laboratories, Irving, TX**July 2018 – July 2020**

- Exceeded expectations consistently on performance reviews.
- Contributed to and made recommendation to sales ambassadors, management, manufacturing, and end users to grow territory to a \$25M per year account with an average of 11 % increase per year.
- Worked closely with Internal technical sales to identify challenges, understand needs, analyze available tools, and provide appropriate solutions integrating Abbott products for improved patient outcomes, in a cost-effective manner.
- Provided in-depth technical expertise for Alinity suite product line.
- Continuously provided escalation support for Abbott's Global Services Technical Support team improve technical troubleshooting cycle time and labor efficiency while achieving annual cost saving of \$1.8M by deploying Lean Six Sigma Green Belt project over the course of 5 months.

Online Retailer – Self-Employed, Irving**June 2020 – Present**

- Achieve Top-Rated Seller status within 2months, weekly sales of \$ 950 Dollars consistent ROI of 300%, and 99% positive feedback rating since inception.
- Build successful online business from ground up, collecting capital, setting up online presence and managing customer interactions.
- Bring in over \$3800 per month in sales by leveraging effective promotional, sales and customer service strategies.

**Consultant/ Product Manager – Ezbook LLC (Tech Startup), Norton, MA
Sep 2015****June 2015 –**

- Recommended product changes to enhance customer interest and maximize service.
- Collaborated with CEO to forecast optimal strategy based on service and product profitability.
- Promoted sustainable business and sold it profitably to an investment group that saw value and opportunity in the concept.

EDUCATION

- **Bachelor of Science: Mechanical Engineering – Wartburg College, Waverly, IA** **May 2018**
- **High School Diploma – Li Po Chun United World College of Hong Kong, Hong Kong SAR** **May 2014**
 - Davis Scholarship Recipient
 - United world College Scholarship Recipient

CERTIFICATIONS

- Lean Six Sigma Yellow Belt (Sponsored by Abbott)
- Lean Six Sigma Green Belt (Sponsored by Abbott)
- Earned Value Management (EVM)
- Product Management (Udemy Course)