

MARNEE DESJARDINS

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It is with great enthusiasm that I submit to you my resume for consideration. I am very interested in obtaining a position that you have listed on your website for Air Freight Manager. I feel that my extensive freight forwarding qualifications would make me an ideal candidate for this position.

As a skilled and driven professional I think that I could prove to be a highly effective and valuable asset to this potential employer. With both practical real world experience and demonstrated success, I have the drive and the talent to become a very strong asset in a short time.

With this goal in mind I have attached my resume outlining my qualifications. Some of my key strengths are as follows:

- Skilled communicator, instructor and leader with the flexibility and experience required to adjust to rapidly changing schedules, frequently shifting priorities, and high pressure settings.
- Extensive experience with large scale business clients providing high level support, building critical business relationships, and addressing the long and short term goals of both the company and the customer.
- The ability to enter new environments and begin to produce clear cut results right from the start with a diverse range of administrative skills that are easily transported between different industries and varied working environments.
- 25+ years of Freight Forwarding experience with extensive knowledge of the industry.

Given my expertise and diverse range of qualifications I would like an opportunity to discuss the value that I could offer this potential employer. I appreciate your consideration and look forward to speaking with you more about the position.

With my very best regards,

Ms. Marnee Desjardins
Encl.

P.S. Thank you for taking the time to review my cover letter. I sincerely believe I'm a perfect fit for this position and your company. I'd welcome the opportunity to prove this to you by scheduling an interview at your convenience. Please call me at 647-919-8544. I look forward to speaking with you and thanks again for your consideration.

MARNEE DESJARDINS

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Summary of Qualifications

Driven Professional with focused, detail-oriented mind and proven leadership experience. Brings a blend of hands on practical experience with real-world execution. Presents above & beyond interpersonal skills, performs well under pressure, and quickly becomes an asset to any growth-oriented team.

Proficient in

MS WORD • POWERPOINT • AS 400 • CRM
MULTIBRANCH • EXCEL • FOCUS • CARGOWISE • LOTUS NOTES

Professional Experience

DB Schenker Business Development Manager

Mississauga, Ontario
2015 – Current

- Market research and vetting of prospects.
- Identify and communicate joint business solutions to potential customers.
- Work with procurement division on rates and quote preparation.
- High focus on new business for rapid growth to meet and exceed targets.
- Work with all divisions at company in the transition and on-boarding of new customers.
- Develop creative solutions for customer supply chain requirements.
- Manage accounts to retain existing relationships and grow share of business.
- Prepare and present professional sales presentations.
- Document and maintain all activity in CRM program.
- Demonstrated ability to work in complex matrix environments with proven track record in revenue generation and strategic goal achievements.

EP America Inc. Business Development Executive/Logistics Manager/Change Manager

Mississauga, Ontario
2013 – 2015

- Above average analytical and planning skills as it relates to airfreight management.
- Proven track record in import and export management to develop integrated solutions to customers in various markets.
- Very long history working in operations lending to complete understanding of all processes as it relates to the freight forwarding industry.
- Keen understanding of people with the ability to lead, train and mentor staff.
- Assessment and procurement with air, ocean and road transportation provider's to develop service contracts based on existing and forecasted client requirements. Including tariff negotiation and the development of on line tools.
- Manage and develop a matrix for preferred carriers and continuously monitor all KPI's.
- Comply with corporate, regional and branch department policies and procedures. Mitigate any risk by tracking and reporting progress and expenses.
- Ensure large projects are completed on time, within budget and to the satisfaction of the customer.
- Specific lane development for the purpose of import/export consolidation for air, ocean and road transportation.
- Excellent written and verbal communication skills along with highly effective interpersonal skills.
- Assist Marketing department with the management and design of monthly flyers/specials.
- Responsible for the retention and strategic growth of new and existing customers.
- Lead our Project Charter Team in the change and development of new strategies as it relates to procurement and marketing.

Geodis Wilson Canada Ltd. Senior Logistics Import &Export/Project Manager/Field Sales Manager

Mississauga, Ontario
2001 - 2013

- Able to effectively manage relationships with our service providers, equipment suppliers, and other departments in a timely and professional manner.
- In depth knowledge of both pharmaceutical and food company shipping/handling requirements. i.e. – temperature control and special documentary requirements.
- Assisted, organized and implemented warehouse program to include GMP certification for pharmaceuticals.
- Created and implemented many innovative and cost saving solutions. Developed tariff and routing guides.
- Cross trained in all air, ocean and road departments.
- Created new customer service program in order to ensure quality services were received and given.
- Work with and negotiated logistic ADHOC rates with various carriers and agents for air, ocean and road for

both import and export transactions.

- Worked with many industrial, manufacturing and mining companies on larger projects to ensure seamless on time/on budget successful completion of projects. Have been present at many airline loadings to manage and ensure that all logistical handling procedures were followed within customer, freight forwarder, airline and GTAA requirements and regulations.
- Worked very closely with certain pharmaceutical companies on regular import orders and emergency after hours when medical emergencies occurred to ensure that product was carried safely, on time within SOP standard guidelines mandated by the pharmaceutical companies.
- Responsible for on time billing for all transactions within a 2 day period of shipment completion.
- Worked very closely with sales team to ensure that they were supported in whatever way possible to ensure success of any new and or existing customer. ie: joining them on calls, negotiating special contract rates with carriers or agents.
- Assisted with RFQ proposals giving concise advice on what realistic expectations could be met within the framework of customer requirements.
- Developed a strong synergy with Sales team to build consolidations that started with 1 weekly consolidation/3 house bills per week and over a period of three years grew to: 2 weekly consolidations/15 house bills per consolidation.

PBB Global Logistics

Senior Rate Analyst/Quality Control Representative

Mississauga, Ontario

1989-2001

- Negotiate contract rates with various Air, Ocean, Intermodal and Road Transportation carriers.
- Assist customers and staff with operational and service requirements.
- Have been involved in complex chartering and coordination of and aircraft for the Emergency Red Cross.
- Work with and assist operations staff as required in all modes of transportation.
- Prepare rate proposals/RFQ for the sales team, agents and spot quotations to customers.
- Trouble shoot all supply chain related issues with agents, carriers and customers.
- Worked with Corporate office to manage and reconcile insurance claims.
- Assisted managers to resolve agent/customer disputes.
- Worked with Sales Team to create or maintain standard operation procedures for customers.
- Reconciled CASS/Airline report.
- Liaised with head office on accounting issues i.e.: approval of debits, credits and issue write-offs when necessary.
- Assisted when required in all divisions of operations: Air, Ocean, Intermodal, Truck, Brokerage, Distribution and Courier.
- Developed and managed logistical framework for the successful movement of a building structure to France.

Key Achievements

- Publication in international company newsletter for successful project management. (copy attached)
- Extensive knowledge of all modes of transportation through exposure in all divisions of the freight forwarding industry.
- With thorough research, investigation and understanding of customer requirements, can offer tailor made solutions improving both productivity, profitability to the company and cost savings to the customer.

Education / Involvement

SHERIDAN COLLEGE

Brampton Ontario

1896-1988

- Business/Administration/Marketing – Diploma received
- Minor in Psychology

CERTIFICATIONS

- IATA Dangerous Goods Certified
- GMP Certified
- St. John Ambulance/Heart Saver program Certified

References

- Available upon request