

Kenneth J. McGreevy  
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Mississauga, Ontario. L5C 2H1

(416) 988-6844 cellular

KMCGREEVY71@GMAIL.COM  
MARRIED UKRAINIAN WOMAN  
' DAUGHTER 7 YEARS OLD  
GRADE 3  
UKRAINIAN/CATHOLIC SCHOOL

NIKOLE CHILDS IS SIDE KICK

#### **Summary of Strengths:**

*Twenty nine years of progressive experience in the global marketplace has provided the ability to prepare, execute and manage fiscal plans with excellent motivational skills towards staff and clientele. Highly motivated and dedicated professional with proven expertise in design and execute entrepreneurial ventures.*

#### **Experience:**

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##### **Journey Freight International Inc.**

**2011 to Present**

##### **Branch Manager / Project coordinator / IT - Consultant**

I was approached to open a branch office in Ontario. Maintained 90% of my accounts from the previous employer and hired operations staff to launch the division. Grew the office to 7 employees in a 5 year period, consulted the company using my experiences and as a result opened a Carrier Relations department, upgraded to a more efficient and user friendly software, created a custom built CRM and a carrier cost history report that discreetly shared what all employees paid on lanes they shipped to and from with a goal to stop employees from overpaying due to lack of knowledge.

##### **Traffic Tech Inc. - Mississauga**

**2003 - 2011**

##### **Account Manager / Project coordinator - Ontario**

As Account Manager and International business development manager of the North American Region key accomplishments in this role have included increased profitability of the region, maintenance of staff members in a highly competitive environment, and exceeding current budget levels. Oversee all compliance, systems, and operational issues, including a team of over 100 sales people.

Predominantly an over the road service provider I acted on the opportunity of having over the road sales representatives selling International freight forwarding to their existing customers. My goal was to manage, educate and assist the Over the road sales representatives so they would succeed at securing International traffic. The project continues to increase in net revenue and client base month over month since its inception.

##### **Journey Logistics Inc**

**2001 - 2003**

##### **Account Manager / Project coordinator / IT - Quebec**

Initiated and managed an International freight forwarding division. Secured and maintained a portfolio of over 30 customers. In a 3 year period increased the company's profits by 1.5 million Canadian dollars. Hired, trained and helped manage two new offices. Quebec City, Quebec. One in Calgary, Alberta. Sourced, developed and fine-tuned an operational software that is used to this day. Set up a computer network in all three locations to save the company money.

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**Danzas. Montreal, Quebec.**  
**Trans-border department Manager**

**2000 to 2001**

Developed sales and operations for North American air and ground freight.  
Implemented operational changes, which resulted in a positive increase in revenue for the Division station by 150% over previous posted profit margins.  
Staff compliment of eighteen, in a variety of locations. – Left due to merger with AEI / DHL.

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**Eagle USA Airfreight Inc (Now EGL).**  
**Montreal, Quebec.**  
**Operations Manager**

**1998 – 2000**

Opened the office and grew from 0 to 8 employees within 1 year. Implemented ISO procedures on the Talon network computer system, Managed and trained operations staff, assisted sales representatives on sales calls.

**Cole Freight**  
**Mississauga, Ontario**  
**Operations Manager**

**1995 - 1998**

Managed a team of 4 operations and 2 sales for the Montreal branch. Developed and implemented a North American small package service which was able to compete with BAX global and FedEx on cross border small package shipping. Held a seminar in Calgary, AB. To push the service across Canada and the product proved to be very profitable across the country. Traveled to Sweden and Finland to develop business with our partner ASG Scandinavia. Administered all aspects of the sales cycle. Account management of existing clients. Ensure profitability of accounts. Company ISO Coordinator and ISO Implementation Manager.

**Sameday Right-O-Way Mississauga, ON**  
**Supervisor - International and Transborder Freight**

**1994 - 1995**

Monitored daily procedures and processes to ensure that the forwarding standards were kept at high levels. Responsible for a staff compliment of four in the Montreal facility.

**Scanwell freight express/ Mirabel, Quebec.**  
**Export Operations**

**1992 - 1994**

Facilitated international air export movements globally. Wrote and documented a "Standards and Procedures Manual" for International and Domestic Air Export.

**Import deconsolidation clerk (Scanwell)**

**1990 - 1992**

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<b>Airline ramp agent (City express)</b>	1989 - 1990
<b>Airline ramp agent and warehouse worker (Canadian airlines)</b>	1987 - 1989

#### **Formal Education and Industry Related Training**

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<b>CIFFA Diploma</b> <b>University of McGill, Montreal, Quebec.</b>	<b>1995 - 1996</b>
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This two-year course conveyed a basic understanding in all areas of the International Freight Industry, training in import and export documentation, including the applications of INCOTERMS.

<b>Cargo Handling Certificate</b> <b>Lufthansa Training Centre, Seheim, Germany</b>	<b>1993</b>
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Standardized basic air cargo training course, outlining all aspects for container placement and carriage.

#### **Computer Knowledge**

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##### **Software/Hardware**

Including but not limited by the following: Microsoft Office (Outlook databases, PowerPoint, Word, Excel) and Windows OS, Internet and limited web design.

#### **References**

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Past employment, Business and personal references available upon request.

# Kenneth McGreevy

Branch Manager

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## Summary

N/A

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## Experience

### **Branch Manager at Journey Freight International**

May 2011 - Present

Professional freight forwarder and consultant with over 20 years experience and a reputation for reducing shipping costs while maintaining an extremely high level of service.

### **Manager International OPS**

2005 - 2009 (5 years)

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## Education

### **CIFFA**

Certificate of competence , Freight Forwarding, 1998 - 1998

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Ken McGreevy

Journey Set

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