**Patrick Hinton B.A.**

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**Career Profile**

As an experienced logistics professional, my expertise is in commercial development, operational excellence and project management. With a diverse background in consumer products, heavy industry and capital projects I am looking for new ways of leveraging my knowledge and business acumen.

**Professional Experience**

**DEUGRO CANADA** Mississauga, Ontario (Contract) **Mar 2018 – July 2018**

*Global Logistics Service Provider & Freight Forwarder*

**Manager – Sales & Operations**

Responsibilities:

* C-Level business development supporting network and new business opportunities
* Project execution and design for Mining, Oil & Gas, Infrastructure and Power Industries
* Managing team of operations personnel including project managers, customer service representatives and pricing managers
* Contract management through project lifecycle with Mining OEM’s, EPCM’s and Mining Companies

**JAS PROJECTS – OIL & GAS** Mississauga, Ontario N**ov 2014 – Jul 2017**

*Global Logistics Service Provider & Freight Forwarder*

**Manager – Sales & Operations**

Responsibilities:

* P&L responsibility for the Toronto office, Ontario and Central Canada (< 10mil)
* Project logistics management, procurement and execution for capital projects in Mining, O&G, Power and Infrastructure Industries
* Managing team of operations personnel including project managers, customer service representatives and sales executives
* Vendor relationship management and negotiation for pricing, billing, solution design and project feasibility studies (ocean, air, road, warehousing and ground services)
* Contracts management for vendors, clients, EPCM’s and design consultants

*Achievements:*

1. *Canadian Projects/O&G budget met for 2015/2016*
2. *Successful vendor registration with numerous EPC/EPCM’s, owners, OEM’s and developers for inclusion and/or participation on upcoming projects*
3. *Establishment of customer centric SOP’s to streamline operations, create dedicated protocols and greatly increase customer service efficiency, communication and delivery*
4. *Formalize office processes for vendor approval/selection, pricing & tenders and file handling*

**CONVOY LOGISTICS PROVIDERS** Oakville, Ontario (Contract) **Apr 2014 – Nov 2014**

*Regional Project Logistics Service Provider*

**Manager – Sales & Operations**

Responsibilities:

* C-Level client relationship management during long project sales cycle and/or procurement process
* Projects business development from single over dimensional cargo to large multi-stage projects in the Oil & Gas, Mining, Power Generation and Infrastructure markets
* Multi-modal project procurement for ground services, trucking, specialty ocean & air solutions
* Project feasibility, analysis, design and proposal creation

**DAMCO CANADA** Mississauga, Ontario **Jun 2009 – Mar 2014**

*Global Freight Forwarder & Supply Chain Service Provider*

**Commercial Manager – Sales & Operations – Mining Vertical** (Jun 2012 – Mar 2014)

Responsibilities:

* Solution design and implementation with emphasis on emerging market strategies and trade-lane development between North America and Africa
* Managing Field Sales representatives across NAM to coordinate sales objectives within the vertical and to develop mining specific programs and sales initiatives
* Implementation and execution of Supply Chain Management programs for large multi-national mining companies, vendors and owners
* Operations management for project freight, bulk material handling, customs compliance and warehousing/cross-docking solutions in Africa, Europe and North Asia
* Working in conjunction with senior management to ensure that business objectives are met and in line with budgets and corporate strategy
* ERP integration between suppliers, 3PL’s and all relevant stakeholders

*Achievements:*

1. *Successful establishment of a Mining Focused Freight Forwarding/Supply Chain Management product in North America*
2. *Freight forwarding/SCM budget achieved for 2013*
3. *Successful implementation of a client directed Merge-in-Transit solution on three continents, supporting customer objective to create sourcing/inventory hubs to support an emerging market strategy*
4. *CSCMP Supply Chain Innovation Award Nominee 2013*

**Senior Commercial Account Manager** (Apr 2011 – Jun 2012)

Responsibilities:

* Working within a team of product owners, trade-lane development personnel and senior management for the successful acquisition and growth of strategically identified accounts
* Building custom tailored solutions for large retailers, manufacturers and importers/wholesalers
* Analyze customer data, design solutions and implement supply chain management methodologies

*Achievements*

1. *Collaboration Award, Damco Global Leadership Conference 2012 – TJ Maxx*
2. *Damco IMPACT Leadership Nominee 2012*

**Commercial Account Manager** (Jun 2009 – Apr 2011)

Responsibilities:

* Cultivate and leverage senior level relationships with clients and prospects to develop new commercial business within multiple freight forwarding product streams (air, ocean, warehousing/distribution, supply chain management solutions)
* Manage all aspects of the sales cycle including procurement, implementation and contracts
* Continued relationship management to facilitate account growth and retention

**CSA TransPORTATION** Toronto, Ontario **Jan 2008 – Nov 2008**

*North American Trucking Company*

**Transportation Account Manager**

Responsibilities:

* Prospect and develop new business opportunities within the Greater Toronto Area as well as National and U.S accounts
* Manage and coordinate logistics solutions for wholesalers, importer/exporters, manufacturers and retailers
* Maintain an existing client portfolio while increasing revenue and building upon established relationships

**HALLMARK Brb Insurance Brokers** North York, Ontario **Mar 2006 – Dec 2006**

*Commercial Insurance Brokerage*

**Commercial Account Executive**

Responsibilities:

* Grow existing and new account base of commercial opportunities specializing in logistics and trucking
* Use my industry knowledge, be a trusted advisor to clients to help their business manage risk
* Work in a team of brokers and administrative personnel who work together to provide exemplary insurance and other value-added services to a group of clients

**Education & Training**

**Bachelor of Arts Degree**, Political Science University of Toronto, 2004

**Bilingual Certificate French** OTHS, 2000