

**ANDREW FRIEDEL, JR.**  
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**SENIOR MANAGEMENT EXECUTIVE**  
COO / Vice President / Global Development Manager

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**Successful Management Executive with a 25+ year history of driving revenue growth in domestic businesses within the financial, transportation, client services and commercial B2B arena. Established track record of sales acceleration success, product / service development innovation and market share growth results. Positioned each company / division at record levels in three key areas: sales, market share and profit. Record of accomplishments in divisional turn-around and leading national / regional sales programs and teams built on a personal desire to contribute to the overall effectiveness of a company as measured by its competitors for the benefits of the shareholders.**

**Recognized for innovative ideas and unconventional thinking while establishing new performance benchmarks in developing and promoting a company's products and services. Has an established history for achieving and surpassing revenue growth goals by using a ROI-driven approach to marketing and customer service. Possesses the inner drive, pursuit of success, and intelligence to serve an organization as a professional leader and spokesperson. Excels at recruiting entrepreneurial-driven, top-performing sales, finance and technical talent and providing them with the freedom and support system to think innovatively.**

**CORE COMPETENCIES**

**Management Skills:**

- increasing profits
- managing total operations
- negotiating with clients & vendors
- making decisions from a financial perspective
- account management & corporate reporting
- strategic goal setting & long term planning

**Sales & Marketing Skills:**

- optimizing marketing budgets
- turning around declining markets
- increasing sales & business retention
- positioning companies as market dominate
- improving effectiveness of sales teams
- building and maintaining customer partnerships

**LEADERSHIP EXPERIENCE**

ENOBLE BUSINESS CAPITAL, Memphis, TN

2010 -July 2016

**Operations Manager** Established a track record of successful entrepreneurial venture funding, as well as management and development of multi-million dollar annual portfolio. Orchestrated multi-lateral accounts receivable funding and financially driven business solutions for small to medium sized B2B companies. Used executive leadership skills, business industry knowledge and entrepreneurial skills to locate companies to partner with EBC, prepare sales contracts for presentation to potential clients and negotiate financing.

- Directed and coordinated all operational activities to include client financial development services, collateral management, supply chain, receivable management, payment applications and imaging services.
- Demonstrated innovation in the form of sales and operations planning and revenue growth by building market-share growth from the bottom up; developed and implemented leadership directives to coordinate and drive business growth.

- Utilized effective customer service skills, marketing and relationship skills to enhance account management, developed market opportunities to increase rapport with key client base; research and factor knowledge of competitor service commitments into current marketing strategies.
- Established performance standards and benchmarks for each profit center to work toward
- Built new business through effective goal setting, community networking and marketing.

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### EXPERIENCE - Continued:

MAK GROUP, Olive Branch, MS

2006 - 2010

**Vice President - U.S. Operations** Utilized effective sales, marketing, and management skills to enhance account management skill set, expand customer base, develop market opportunities, and to increase rapport with client base for this domestic transportation provider. Planned and coordinated route scheduling and delivery time; efforts were effective in optimizing equipment utilization and reducing costs.

- Used effective logistics planning and management skills to optimize routes and costs.
- Directed effort to promote safety and work toward zero lost-time accidents; responsible for claims investigations and monitoring OS&D.
- Involved all day-to-day aspects of operations, including:
  - Client Relations      - Training      - DOT Regulations      - Container Pool Control
  - Computer Tracking      - Driver Relations      - Logistics Planning      - Fleet Management
- Conducted analysis/supervision of loading of outbound freight on trucks; reviewed operations, isolated operational inefficiencies, restructured teams, and improved overall production and team morale.

GLOBAL DISTRIBUTION, Memphis, TN

1998 - 2006

**General Manager** Continued on a path of entrepreneurial success in founding and starting up this warehouse trucking company. Built operation to **exceed \$22.5** million annually. Guided fast track expansion which included growth from a 20,000 sq. ft. facility to 154,000 sq. ft. facility. Managed all financial aspects of business from budgeting, forecasting, purchasing, pricing, cost control implementation, salary and wage negotiation through monthly and period-end reports.

- Developed and launched and continually managed LTL and TL services in support of main logistics emphasis.
- Managed sales program as well as human resource/management function from recruitment through supervision of warehouse and driver personnel.
- Developed software program which was instrumental in maintaining control of customer inventory.
- Successes included:
  - Improved logistics of pickup and delivery
  - Developed and streamlined warehousing and space control operation
  - Secured financing for long-term growth
  - Developed a series of contracts which facilitated selling and negotiation with customers.

INTERMODAL LOGISTICS COMPANY, Memphis, TN

1991 - 1998

**General Manager** Served as a day-to-day operations manager with full responsibility for long-term planning and guiding the growth of this business and its services, sales program as well as customer relationships with short- and long-haul operations for this 80+-truck transportation company and 13-acre third party storage yard.

- Was influential in expanding customer base, building operational programs regarding safety, human resources, automation, billing and accounting to insure effective control and profitability of operation.
- Drew on extensive intermodal and transportation distribution business in developing niche market program targeting high yield high profit sales opportunity and creating efficiency with regard to logistics and planning of services and usage of personnel.
- Built revenues to exceed \$114 million annually.

Prior Positions:    **Operations Manager**                    Intermodal Cartage, Inc., Memphis, TN  
                         **Terminal Manager**                    Great Trac Motor Lines, Memphis, TN  
                         **Heavy Equipment Operator**    United States Navy, Millington, TN