

Resume'

Referral Information:
Name, Driver #1234
Terminal & Company

Roy M. Eagan

123 Main St, Jackson, TN 38305

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OBJECTIVE:

A Commercial Driver position with (Fill in name Here)

QUALIFICATIONS:

A successful, bottom line centric and customer focused driver with more than seven (7) years of OTR and LTL experience, including:

- Safety way of life attitude
- Spotless CSA score
- Clean MVR and DAC report
- Professional appearance
- Fuel cost and waste reduction oriented
- TWIC card and U.S. Passport (Canadian loads)
- Ability to pass a drug screening without prior notice
- Physically healthy with normal blood pressure levels
- Endorsements: Doubles and Triples, Tanker and HAZMAT
- Dependable, punctual with a high level "get it done" attitude
- Book Author: "*TopTrucker: notes on trucking*" (amazon.com)

REPRESENTATIVE CONTRIBUTIONS:

Averitt Express: Senior Commercial Driver

Jackson, Tennessee: 2007, 2008 – Present

- Trainer: new and experienced drivers
- Winner of five consecutive annual safety awards
- 2014 Idle Time: .001%
- 2014 on-time pick-up and delivery: 99.4% (includes delays)
- Over 750,000 class 8 commercial miles driven
- Competed: 2014 TN State Driving Championships
- Currently training: 2015 TN State Driving Championships

Kilgore Flares: Senior Contract Administrator/Proposal Writer

Toone, Tennessee: 2007 – 2008

Participated in 43 U.S. /Foreign Government proposals worth \$21M+ in new business.

Developed and implemented a highly successful proposal tracking system to keep key team members aware of critical due dates and proposal details. Successfully developed the Kilgore *Bid and Proposal Process training program* and instructed two (2) full classes, and one (1) executive class. Member of both the *Supply Chain Council* and the *Internal Auditor Team*.

Bottom Line: 81.6% "bid" win record. Completed ISO 9001-2000 certification ahead of schedule.

PetSmart: Store Director

Carson City, Nevada: 2003 - 2005

Directed 5 managers and 28 associates in the turn-around of the company's worst performing retail store operation. Re-engineered operations and marketing strategies combined with hiring customer focused associates. Improved store marketing process for selling premium dog and cat food lines. Results: 2000%+ increase in category sales and winner of top product line sales award.

Bottom Line: \$166K FY profit vs. previous FY \$54K loss.

Airgas: Region Distribution Manager

Seattle, Washington: 1998 - 2002

Established first distribution department in company history. Led 19 associates in turnaround of both the Seattle and Portland warehouse operations. Collaborated with 43 retail store managers to solve systemic supply chain issues.

Winner of the Boeing Company "*Vendor of the year*" award. Leveraged award to receive free media to promote business to large prospective key accounts. Results: \$29M+ annual increase in sales, and lower servicing costs for both large and small customers.

Bottom Line: high customer service scores (top Quartile), less employee turnover, and greater revenues to the company (company record).

EDUCATION:

Columbus University:

BA – Business Administration

Columbus University:

MBA – Business Administration

Tulane University:

Master Certificate in Business Admin.

REFERENCES:

Available upon request