Hunter J. Allen

 903.203.2367 | hunterallen6641@gmail.com

# Summary

To obtain employment where my past skills and knowledge will be utilized to further my career in the logistics industry, in an environment that will increase my knowledge and challenge me daily.

# Education

## BBA | 2015-PRESENT | TAMU-C

* Major: Business Administration (Online)
* Minor: Finance (Online)
* Cumulative GPA 3.4

## SULPHUR SPRINGS HIGH SCHOOL | 2015

# Skills

* Extremely versed in all Microsoft Office Applications, McLeod Load management software, MercuryGate/Tritan Load management software and PC Miler.
* Experienced in maintaining relationships with carriers/customers previously used by Carrier Sales Representatives. (Maintained a current and transferable book of third-party carriers)
* The ability to establish new relationships with third party carriers/customers through DAT, Internet Truckstop, B2B Sales and other recruiting tools.
* Managing carrier networks to ensure proper levels of service for the brokerage and the customer.
* Navigating software to manage daily operations and load management tasks.
* Above average ability to multitask and complete projects by their due dates.
* Highly organized.
* Ability to work individually or on a team.
* Able to work effectively and efficiently with deadlines or in stressful situations.

# Experience

## ACCOUNT MANAGER/PRICING SPECIALIST | RA LOGISTICS | 01/2021 – CURRENT

* Established a productive working relationship with the customer.
* Recruited new carriers through DAT, Internet Truck Stop and email marketing.
* 75 – 100 daily calls to prospective carriers.
* Maintained existing relationships with third party carriers.
* Analyzed lane rates to maximize company profit.
* Tracked and traced loads daily to update customers.
* Work alongside Carrier Sales Reps to complete projects and ensure OTP/OTD for all loads.
* Spot bid lanes for new and preexisting customers.
* Provided additional capacity for special customer projects and short ship orders.
* Processed accessorial charges ($20-$30K per month) for TONU’s, Detention, Layover, etc…
* Processed 110-130 new loads/shipments per week (new load tenders, changes, and cancellations).
* Load 85 – 100 dry van/reefer loads per week (bottled water, corrugated materials, and dry goods).
* Maintain a minimum 18% gross profit margin monthly.
* Managed between $245K-$270k per month in gross revenue.
* Average $50K-$65K per month in gross profits (not including accessorial charges).

## CARRIER SALES REPRESENTATIVE/CUSTOMER SERVICE REPRESENTATIVE | AMERICAN NATIONAL LOGISTICS | 02/2016 – 04/2020

* Established a productive working relationship with the customer.
* Recruited new carriers through DAT, Internet Truck Stop and email marketing.
* 50 – 70 daily calls to prospective carriers.
* Maintained existing relationships with third party carriers.
* Analyzed lane rates to maximize company profit.
* Tracked and traced loads daily to update customers.
* Worked alongside other Carrier Sales Reps to complete projects and ensure OTP/OTD for all loads.
* Spot bid lanes for new and preexisting customers.
* Provided additional capacity for special customer projects and short ship orders.
* Processed accessorial charges ($10K-$12K per month) for TONU’s, Detention, Layover, etc…
* Processed 110-130 new loads per week (new load tenders, changes, and cancellations).
* Loaded 85 – 100 dry van loads per week (bottled water, corrugated materials, and dry goods).
* Maintained a minimum 18% gross profit margin monthly.
* Managed between $225K-$250K per month in gross revenue.
* Average $38K-$47K per month in gross profits (not including accessorial charges).

## CASHIER | BROOKSHIRE’S GROCERY COMPANY | 10/2013 – 05/2015