

THOMAS R. TRAUT

1515 Mansfield Court
Greenwood, IN 46143-7875

Residence: 317.881.9717
e-mail: ttraut1515@yahoo.com

White River Township Resident since 1975.
Married. Two adult children who graduated from Center Grove High School.

EDUCATION / TRAINING

Bachelor: Business Administration Major: Management Minor: Personnel University of Cincinnati

Proficient with ACT, Excel, Word
Grammar Usage and Business Writing Skills
Process Management: TQM
Managing Multiple Projects.

Professional Selling Skills
Sales Training II
SPIN Selling

AFFILIATIONS / AWARDS

Toastmasters International: Competent Communicator Certification; Vice President Membership of Greater Greenwood Toastmasters Club & past Secretary
Auburn Trace Home Owners Association Board of Directors since 2005
L. L. Waters Indiana Transportation Conference: Steering Committee & Chairperson
1996 Indiana Transportation Person of Year Award 1991 APL President's Club Sales Award

EXPERIENCE & ACHIEVEMENTS

AFS Logistics LLC Indianapolis, IN 10/1/2003 – present

A full service third party logistics "3PL" firm headquartered in Shreveport, LA.

Account Executive

Responsible for developing new accounts in Indiana through telephone, written and in-person presentations.

- Point-person for creating and implementing programs for new clients.
- Leading salesperson in first year securing new customers under long-term agreements.

Tele-Source Call Centers / Union Companies, Inc. Indianapolis, IN 2003

A state-of-the-art call center working strictly in the mortgage industry.

Sales Associate

Responsible for maintaining company's largest account, and developing new accounts through telephone solicitation of mortgage brokers & loan officers.

MegaSys, Inc. / Meridian IQ Greenwood, IN 2002 – 2003

A wholly owned subsidiary of Yellow Corporation handling non-asset functions; supplying global logistics and supply chain management to clients.

National Account Executive

Responsible for development of new accounts and upholding of existing clients throughout the USA.

- Created new account prospects (usually at higher management levels within companies) that had significant interest -- total revenue potential over \$100,000,000.
- Reduced risk exposure by establishing proper contractual relationships with existing clients.

Speedway Carriers **Indianapolis, IN** **2002**

A logistics and brokerage unit of privately held Oliver Trucking who specializes in high service LTL shipments.

Marketing Director

Responsible for transition of sales to a stand-alone, external effort from an internal support function of parent.

- Developed intermodal program to increase capacity and create margin improvements up to 50%.
- Team contributor in revising and updating sales literature for selling to new prospects.

Werner Enterprises **Indianapolis, IN** **1998 - 2002**

One of the top ten-truckload carriers with over \$1 billion in revenues, and operations throughout North America.

Account Executive

Responsible for development of new accounts and growth & maintenance of existing clients throughout an ever-expanding territory that included most of Indiana and parts of Kentucky and Ohio.

- Recipient 1999 Account Executive of the Year (first full year with company) for team being a team player, expanding customer base and securing top spot in rate increases (120% of goal).
- Grew gross revenue 20% in 2000 and 2001.
- Grew customers on company's Top 100 list from three to five, all made substantial advancement on list.

Hub Group, Inc. **Indianapolis, IN** **1992 - 1998**

A third-party logistics and intermodal marketing company with corporate sales of over \$1 billion.

Senior Account Manager

Conducted sales in central Indiana for domestic/international highway and intermodal truckload service for domestic and international, consolidation and distribution programs, and point of purchase programs.

- Achieved 1997 sales budget of \$3.5 million gross revenue; generated \$200,000 total fee margin, enlarged fee norm 2 to 4 times the standard during tenure.
- Expanded business base of customers from 2 financially troubled ones to approximately 30 good ones.
- Trained new personnel in marketing, pricing, and sales; conducted sales quality team meetings.
- Conceived tier pricing concept to retain valued customers, incorporated cost differential price brackets independent of variables; replicated by other company sales persons.

APL Land Transport Services, Inc. **Indianapolis, IN** **1982 - 1992**

The North American domestic full truckload freight subsidiary of \$2.2 billion ocean carrier, American President Lines, with over 100 sales representatives.

Senior Account Executive/Regional Manager/Sales Manager

Sold intermodal truckload service nationwide, selected vendors, negotiated rates with vendors and customers for a nationwide service provider with 50+ regional offices.

- Established record for least time to achieve an annual commission sales bonus.
- Supervised operations staff while Regional Manager.
- Coordinated pickups, deliveries, and linehauls when operations understaffed.
- Developed disclaimer statement to protect company's interests that became company-wide model.