

## Michael Solomon

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Highly motivated, reliable, and flexible logistics leader with experience in the service and manufacturing industries with core competencies in creative problem solving, process improvement and strategic planning in a rapidly growing business. Excellent skills to effectively communicate across multiple groups from warehouse to IT teams.

### Areas of Proficiency

- Distribution Management
  - Improving Vendor and Staff Relations
  - Continuous Process Improvement
  - Development – Collaborative Working Relationships
  - Standards / Procedures Compliance
  - Transportation / Materials Handling
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### Professional Experience

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#### **CEMENT-IT Operations Manager**

November 2020-Current

Ft Lauderdale FL

- Managing all local fleet to insure pickup and delivery
- Set up all long haul operations for nationwide distribution for all products
- Managing all long long haul operations to insure customer service
- Facilitating and managing all third party operations to insure vendor management

#### **Stanley Steemer**

April 2017- March 2018

Operations Manager, St. Louis, MO

- Managed daily operations for 20+ service vans generating in excess of \$5M
- Responsible for all customer service issues in the commercial and residential business segments
- Reduced secondary cleaning of jobs down from 5.2% to 1.2% with a direct impact on the P&L
- Stabilized environment from hostile work environment to employee friendly professional environment

#### **Natures Second Chance Hauling LLC(Solomon Consulting)**

May2014-April 2017

Director of Backhaul and Logistics, Alton, IL

- Set up dedicated backhaul program and increased revenue by \$400K in six months
- Set up brokerage operation; created and implemented policies and procedure standards
- Recruit drivers for expanding markets

#### **LTI Trucking Services**

April 2013-May 2014

Director of Logistics, St. Louis, MO

- Restructured third party operation to enhance revenue and improve profitability
- Created policies and procedures relating to service and pricing parameters to improve profit margin and service levels
- Established working relationship between third party operation and internal asset management team
- Implementation of Carrier procurement and development process

**Solomon Consulting**

February 2012-March 2013

Business Development Manager

- Responsible for day to day operations and profitability
- Quoting all freight lanes in a competitive and timely manner
- Dealt with current and new customer base to improve truckload and LTL opportunities
- Reduced operating cost and improved profitability
- Secured truckloads for the asset division, Nots Services, for repositioning of equipment

**Fresh Warehouse & Logistics**

April 2010-February 2012

Director of Business Development, Centreville, IL

- Started new brokerage operation in November 2010 with gross revenue in excess of \$500K within the first year.
- Contributed a consistent profit margin of 20.38% to the consolidated operations
- Increased revenues thru intermodal opportunities and local drayage while reducing fleet to accommodate business
- Supported warehouse operations for major inbound and outbound clients during large volume transfers
- Business development - worked directly with corporate warehouse clients communicating daily on strategic pickup and delivery information
- Primary contact in sales for all brokerage trucking and warehousing customers

**Falcon Express(Solomon Consulting)**

February 2009-April 2010

Director of Operations, Markham, IL

- Responsibilities included day to day operations of 20 over-the-road tractors; set up line haul and back haul opportunities
- Established new brokerage operation including profit generation by utilizing brokerage to increase profits of asset based division
- Implemented standard operating procedures for both asset and non-asset based operations
- Realized cost reduction for both operations to ensure maximum profitability

**Martin Brower / MBX Logistics, LLC (Solomon Consulting)**

March 2008 - September 2008

Director of Operations, Rosemont, IL

- Responsible for transforming business into full scope third-party brokerage
- Expanded business base across a multitude of industries increasing revenue by \$6M
- Developed carrier base for newly established customer lanes
- Accountable for implementation of dedicated transportation management system (TMS)
- Responsible for the development and management of fifteen team members

### **Noble Logistics Management**

January 2002 -March 2008

Vice President, Phoenix, AZ

- Established third party logistics company realizing revenue in excess of\$7 million annually
- Responsible for business development in the retail industry and military logistics
- Specialized in highly specialized weapons for defense contractors and non-US government entities
- Responsible for daily communication with customers and providers
- Hazard Material Certification

### **M.R.S. Companies**

September1992- January 2002

Vice President of Operations, Godfrey, IL

Director / Manager – Operations

- Expanded a \$12M revenue one-office company to \$25M revenue four-office operation in four years
- Established dedicated divisions for five large retail accounts, including distribution center (DC) to store direct by appointment with service requirements at 98%
- Established power-only team operations for large retailer from distribution center (DC) to distribution center
- Monitor O.T.R. and revenue daily to determine efficiencies and opportunities
- Compile and analyze KPI metrics on a daily, weekly and monthly basis
- Participate in budget preparation for department
- Developed and implemented Standard Operating Procedures to ensure at least 98% on-time service
- Recruited staff to expand revenue base from \$8M in revenue to \$12M in two years while maintaining on-time service and customer satisfaction
- Participated in National Sales Calls to high volume account to maintain relationships
- Accountable for daily gross and new revenue targets
- Perform weekly department analytical review and variance analysis

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### **Education**

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Business Management Coursework, Lewis & Clark, Godfrey, IL

References Available Upon Request