
Transportation Broker Resume

Job Objective

To obtain a position as Transportation Broker with growing firm in which to enhance my skills and help company grow.

Summary of Qualifications:

- Huge experience selling freight brokerage services
 - Outstanding knowledge of creating customized transportation solutions for the customers
 - Good knowledge of transportation governance, international shipping documentation, customs compliance
 - Proficient with AS400, MS Office (Word, Excel and Outlook)
 - Familiarity with purchasing, inventory planning, statistics, mathematical and financial analysis
 - Effective negotiation skills
 - Outstanding ability to quickly process information and make decisions
 - Excellent communication and interpersonal skills
 - Amazing ability to develop and manage a customer base
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Work Experience:

Transportation Broker, August 2005 – Present

Global Executive Solutions Group, Maryland Heights, IL

- Developed new business through inside sales activities and increased companies market share, business, and volumes.
- Identified new customers, followed up on new leads.
- Provided timely follow up to customers, and increased market share.
- Identified and pursued business opportunities and expanded customer base.
- Maintained excellent communication with all parties.
- Maintained open communication with customers and followed through with all issues.

Transportation Broker, May 2000 – July 2005

Synergy Transportation Group, Maryland Heights, IL

- Developed and maintained new carrier relationships by cold calling for freight coverage.
 - Reviewed carrier profiles and ensured adherence to necessary requirements.
 - Negotiated rates and pursued margin goals.
 - Dispatched drivers to include all pertinent information to insure on time pickup and delivery.
 - Tracked orders.
 - Identified and pursued business opportunities and expanded customer base.
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Education:

High School Diploma, James B. Castle High School, Kaneohe, HI

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