James (Jim) Simmons

252 640 7611   jftruck7@gmail.com

**Professional Objective**

Experienced transportation professional is seeking a position with a company that will allow me to utilize my professional sales experience to add revenue and account retention. Seeking a company that will allow for professional and monetary growth while adding business and focusing on achieving company goals. Willing to work as an independent agent compensated through commissions/insentives.

**Professional Experience**

Barnes Transportation Services, Wilson NC   2014 to 2018

***National Account Executive***

Responsible for new business development and account management for large volume business for 255 owned assets. Focus on solutions sales for middle to large size customer providing B2B sales. Heavy travel to help develop new business adding 12 to 15 new dedicated business per year and retaining customers to continue business with Barnes. Territory includes the Carolina’s, Northeast, and Midwest markets concentration on TL DV, HH, FB, and SD equipment. Average revenue is $2M to $3M moving all commodities including tires, machinery, packaging product, paper, and such commodities.

East West, Inc., Swannanoa, NC 2010 to 2014

***Sales Manager***

Responsible for managing a sales team and new business development for niche truckload carrier specializing in the West Coast markets ( CA, NV). Oversight of four Agent Sales Representative and acting as an individual contributor to develop new business and build and retain business through providing solutions sales results. Worked closely with the sales team to ensure all sales goals and metrics accomplished. Team specialized in TL DV averaging $259K revenue a month.

Big G Express, Shelbyville, TN 2007 to 2014

***National Account Executive***

Focused on new business development and adding additional business and retention of accounts. Average monthly revenue was $240K per month, 50 to 60 loads per week for TL DV dedicated freight. Responsible for implementing a reload program for all inbound trucks for the Carolina’s adding balance lanes between the Carolina’s and Northeast states to Central Tennessee and Northern Alabama. Position included extensive travel for new business development and account retention.

Harris Truck Lines, Madison Heights, VA   2003 to 2007

***Vice President Sales***

Developed new business and managed major accounts. Responsibilities included oversight of Sales Representatives and Agents. Successful in establishing first rate increase for all customers for Harris Trucklines and my team won 2 Regional Truckload Carrier awards.

Youngblood Truck Lines, Fletcher, NC    1978 to 2002

***Vice President Sales***

Managed and led a national team of Sales Representatives and Agents in nationwide sales effort for all major markets.  Instrumental in the growth of the company by increasing business and adding roundtrips for assets. Started the company with eight trucks and grew to 355 by 2000.

***Education***

BA, The Citadel, Charleston  SC