**TERRY GRAVES**

75 Bentonville Lane, Douglasville, GA 30134 ● 678-612-5614 ● terrygraves02@gmail.com

**LOGISTICS DIRECTOR**

Accomplished, results-driven transportation professional with 20+ years of progressive experience in logistics and supply chain optimization; inbound, outbound, local, regional, private fleet, 3PL and carrier management. Innovative problem solver with demonstrated success in developing business operations that drive and sustain financial growth, increase operational efficiencies. Metric and results driven with strategic and tactical focus.

**KEY STRENGTHS**

Analysis & Management ● RFI and RFP Procurement ● North American Logistics● Metrics

Multi-site Management and Strategy ● Contract Negotiation ● Technology Integration

Leadership ● Customer Service Oriented ● Problem Solver ● Team Builder● Network Analysis

Manhattan WebTMS ● Manugistics ●DPR ●Business Objects ●Tableau● MapPoint ● Office

**PROFESSIONAL EXPERIENCE**

**SYSCO CORPORATION, houston, tx**

**Senior Carrier Development Manager , May 2006-Present** A Logistics Manager skilled in carrier management, transportation, procurement, contract negotiations, cost saving initiatives, supply chain management, and system integrations, supervising multiple sites, and all modes of transportation. Managed multiple national bid projects, over $698M purchase transportation resulting in 12% reduction to inbound transportation spend.

* Developed high performance team of transportation staff, managing a staff of 5 direct reports managing daily transportation operations for 40 site locations,
* Qualified and selected carrier partners; developing long term strategies matching carrier capacity needs with network opportunities to provided lowest landed cost.
* Negotiated Carrier rates and contract terms for Sysco Corporation to increase profitability, efficiency and service
* Analyzed and managed upload and maintenance of Carrier Routing Guide
* Increased intermodal usage and private fleet optimization to reduce transportation spend
* Standardized processes for purchase transportation accessorial authorization
* Collaborated with cross functional teams to ensure overall company goals were achieved
* Set performance and financial goals for carrier and private fleet performance

**Carrier Development Manager , April 2002-May 2006**

* Optimized vendor pickup with private fleet backhaul to reduce purchase transportation spend by 8%
* Developed Scorecard/Carrier Metric for objective carrier performance evaluation, to include on-time delivery performance, delivery reporting compliance, tender/accept, EDI compliance, customer service, and claims resolution
* Managed mode conversation, and cube utilization, and network optimization projects
* Oversaw daily operations of Inbound transportation for 5 OPCO and 1 RDC inbound transportation programs
* Led integration of Manhattan WebTMS to OPCO and RDC
* Generated cost savings through consolidation, continuous moves and TL stop-offs

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**SYSCO FOODS, atlanta, ga**

**Director of logistics, April 1991 –April 2002**

Reported to Sysco Atlanta President, led all aspects of inbound transportation for Sysco Atlanta as OPCO grew from $30M to $50M. Led and coached 2 Transportation Supervisors, 1 Analyst and 9 drivers.

* Converted vendor inbound lanes to Sysco Atlanta resulted in 18-24% reduction in vendor cost.
* Reduced headcount while OPCO while business grew from $30M to $50M with no reduction in KPI performance
* Implemented first OTR fleet within Sysco Atlanta
* Optimized Private Fleet backhaul in compliance DOT HOS rules
* Reduced private fleet deadhead and out of route miles
* Supported company initiatives by evaluating carrier performance and executing favorable line haul rates, to provide the best possible service to internal customers

**Logistics Manager, July 1987- April 1991**

Reported to Logistics Director, managed inbound transportation carrier program consisting of 50+carrier partners and private fleet, including FTL, LTL, dry and reefer

* Oversee the management of Sysco Atlanta’s inbound supporting $15M budget and maintaining 97% on-time delivery to internal customers
* Collaborated people, processes and technology to establish most cost effective method of service to OPCO
* Supported Sysco Atlanta warehouse operations to improve on-time arrival, unloading and drop utilization and continuous movement of equipment.

*Previous Experience includes Inventory Control manager for Continental Food Service, Delivery Driver and*

*Order Picker for JJ Food Companies*

**EDUCATION & TRAINING**

**Kennesaw State University,** Business

**Training:** Fred Pryor Management Training Course