

MARK PONTARELLI

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Skills Overview

A highly motivated, results-oriented executive with over 20 years of comprehensive logistics experience in areas of intermodal motor, rail, and ocean with proven abilities in strategic planning, managing projects, improving efficiency of operations, team building, and detailing project information to determine effective processes for operations. Able to identify areas of strength and weakness and implement company policies, standards, changes in operation and systems that optimize productivity and bottom line. Demonstrated ability to build teams, and motivate staff to maximize productivity and control costs through the most effective use of manpower and available resources.

PROFESSIONAL EXPERIENCE

DB Schenker

December 2014 - Current

Ocean Intermodal Director – Responsible for establishing and developing a national centralized intermodal drayage department. Initiated the evaluation and review of TMS systems. Developed and executed procurement strategies for various modes of transportation - specifically international ocean with emphasis on drayage, transloading, and T/L. Assisted in contract negotiations. Established a strategy and process for managing external service providers. Conducted procurement, selection, analysis of vendors. Developed and maintain supplier relationships, developed and implemented processes and procedures for managing total cost of transportation spend.

- Created cost savings in excess of \$680k within the first year of employment.

U.S. Intermodal, Inc. / US Intermodal Logistics (Cleveland)

August 2009 – December 2014

VP Business Development -USI Logistics – 9/2013 - Develop the company I founded into a nationwide agent based carrier by establishing new drayage agents across the country to represent US Intermodal Logistics. Established operational procedures, pricing, and contract negotiation with Agents, IMCs, 3PL, & Freight Brokers. Provide Sales leads and support for our agent partners.

- Recruited 4 new agents within our first year in the Indianapolis, Buffalo, Harrisburg, and Los Angeles Markets

President U.S. Intermodal – Directed the startup and development of drayage terminals in both the NY/NJ, Chicago, and Norfolk markets as an Agency based carrier under Freedom1, LLC (a US1 Industries Company), by utilizing Owner Operators and Broker Carriers. Our customer base is primarily made up of Steamship Lines, IMCs, Freight Forwarders, CHBs, and 3PLs. Company sold in 2013 and became US Intermodal Logistics.

- Gross Revenue in Year One exceeded \$1.3M and \$4.2M in year four

TRx, Inc.

April 2008 to June 2009

Director of Marketing & Business Development – Directly responsible for the start up and development of new intermodal truck terminals/CYs with the aim of gaining market share in new regions. Assist in developing existing terminals that had a variety of difficulties in establishing market share. Charged with the responsibility for the development of the nationwide sales team.

- Opened new truck terminals in Newark NJ, Cleveland OH, Detroit MI, and Columbus OH. Helped established new depot operations in Detroit MI, Louisville KY, and Indianapolis IN. Recruited experienced management for Jacksonville and Louisville operations that had an immediate positive impact in both operations.
- Designed, developed, and launched five interactive promotional web sites for all of the company's business units, designed advertisements for use in both print and electronic media. Created three logos for the Company's other business entities. Created and developed a wide assortment of marketing materials and presentations for the use in the sales team's sales and marketing efforts.
- Defined target market and assisted in developing pricing strategies for both trucking and depot operations.
- Established new strategic client partnerships resulting in market penetration in both domestic and international markets.

Container Express, Inc. (Cleveland OH Office)

June 2007 to February 2008

Vice President - Operations – Directly responsible for the start up and development of new intermodal truck terminals, operations management, business strategy creation, and forecasting; recruited to attract new intermodal business primarily in the domestic and automotive marketplace. Charged with creating a financial plan to reach revenue and expense goals.

Reserve Transportation Services (Cleveland OH Office)

April 2003 to April 2007

Vice President & C.O.O. – Directly responsible for all operational strategic planning and execution to enhance profitability, productivity, and efficiencies throughout the company's organization which generated more than \$30 million annually in sales revenues. Developed and directed all areas of management including Sales, Operations, and Risk Management. Developed budgets and cost controls to manage the operation effectively. Assisted in developing pricing strategies targeting key markets and new business opportunities. Reviewed the tasks and goals of the IT group to ensure we maintained our technological efficiencies and on time metrics reporting.

- Reduced operating expenses by 1.72% over 2005 and an additional .78% over 2006.
- First Qtr 2007 sales broke company revenue records by 5%
- Responsible for the development and performance of brokerage carrier base used to assist in balancing lanes and to help deliver shipments during increased seasonal demands.

Manager of Terminal Development – Responsible for developing new business and increasing fleet size through innovating recruiting and marketing strategies; accountable for the growth and development of all local operations to increase market share and profitability.

- Increased revenues by 200% from gross annual sales of \$1million to \$3million in 1 year.
- Increased revenues by 66% from gross annual sales of \$3 million to \$5 million in the second year.
- Launched and developed new operations in New Jersey and Detroit

U.S. Intermodal, Inc. (Norfolk, VA)

January 2002 to April 2003

Consulting Services – Provided Intermodal consulting for Mason Dixon, MOL (America), Inc, and Strictly Trucking.

TransInternational System, Inc. (Columbus, OH Office)

June 1998 to November 2001

Director of Sales and Marketing – Directly responsible for increasing sales revenues for all the company's terminals.

Implemented company pricing policies and marketing strategies; very comfortable in one on one executive sales, audience sales presentation, and public speaking. Managed and directed the activities of the field sales force.

- Increased gross revenues from \$11 million in 1998 to a projected \$18 million in 2001.
- Developed and managed relationships with marquee customers and primary partner carriers.
- Technical expertise in operations, pricing, vendor and customer relations, as well as sale strategy development.

Director of Operations – Directly responsible for overall profitability, sales, and customer service; manage and control all daily operations, policy implementation, and strategic direction. Help establish and administer budgets; initiate cost controls to ensure profitability. Responsible for training, development and performance of the terminal management and staff; evaluate overall and individual performance, and devise and implement proactive management training processes. Developed and implemented operational strategies which reduced the overall cost of service by 8% within 12 months.

- Designed and managed a shipment management process that implemented our top customer's delivery requirements into operational and functional procedures and reporting. These procedures enabled us to provide a 95% on-time delivery to their customer's door. This one account generated gross revenues of over a \$1.4 million dollars annually.
- Responsible for the development and performance of brokerage carrier base used to assist in balancing lanes and to help deliver shipments during increased seasonal demands.
- Established terminal operations in both Chicago and Cincinnati generating over 3 million in yearly gross sales.

MOL (America) & OOCL (USA), Inc.

Intermodal Manager – Responsible for establishing an Intermodal Department in the Midwest Region for MOL, and assisted in centralizing the Intermodal department for OOCL. Developed and implemented operational procedures for Intermodal billing, tracing, cross towns, and service recovery. Established and negotiated rates and service with vendors; assisted in establishing policy and ISO 9002 procedures.

Education

Currently working toward a Bachelor of Fine Arts Degree

Computer Experience

Known Computer Tools: Adobe Design Premium CS4, Gimp, Inkscape, Microsoft Word, Excel, Access, PowerPoint, Outlook, and Salesforce. Experienced in web design, digital imaging, and graphic design. Capable of layout and design work. Proficient in copywriting. Created and sold internet websites to multiple logistics companies across the US.