

# Rob Scott

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## PROFESSIONAL SUMMARY

I solve logistics problems, quickly, efficiently, at least cost and with safety as my highest priority. I am experienced in all modes of logistics; Drayage, Intermodal, Barge, Ocean, Van, Flatbed, LTL, Rail, Tank-car, Tank-truck, ISO-tank, IBCs, Multiple-stop, Air, warehousing and cross-dock. I am a results-driven logistics professional with over 30 years of experience in logistics management, supply chain optimization, and transportation operations across diverse industries, including consumer goods, detergents, aerospace, chemicals, automotive, and food services. I am skilled in managing global logistics strategies, carrier relationships, procurement processes, and optimizing transportation efficiency to support business objectives. I have strong expertise in mitigating costs, ensuring compliance, and enhancing inventory management while meeting service level agreements.

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## EXPERIENCE

### Logistics Manager

*Commercial Brands | a division of Modern Chemical, Houston, TX | February 2025 – present*

- Across multi-million annual sales, brought cost of logistics down from +26% logistics cost to 8% logistics cost, delivering more than \$400,000 in annual savings through LTL consolidation, multiple warehouse consolidation, 3PL sourcing strategies, global sourcing and old school logistics management principles.
- Management of global sourcing of raw materials, packaging, inventory and finished goods using Business Central, Sharepoint, Microsoft Excel, Microsoft Teams.

### Category Manager – Logistics

*Burnett Staffing | Contract for JB Poindexter & Company, Houston, TX | April 2024 – September 2024*

- Led global logistics strategies for moving products, focusing on cost mitigation and enterprise-wide synergies to support sourcing initiatives and drive a unified supply chain approach.
- Managed procurement processes, ensuring compliance and on-time delivery of products, optimizing the balance between cost, service level, and inventory. Imports, Exports, Trade control management.
- Built and maintained relationships with 3PLs, carriers, NVOCCs, and freight forwarders, leveraging Power BI and reverse auction platforms for logistics planning and analysis.

### Global Logistics Manager

*ZRG Interim Solutions | Contract for Ecovyst Catalysts, Houston, TX | June 2022 – August 2023*

- Directed global logistics operations, including carrier evaluation, dispatch, inventory management, and onboarding, enhancing efficiency and performance.
- Developed and executed rate strategies to support company profitability while ensuring fair rates for carriers. High volume imports and exports.
- Identified and pursued revenue opportunities, effectively matching carriers to transportation needs.

### Senior Logistics Manager

*Regent Aerospace Corp | Contract for American Airlines, Houston, TX | July 2019 – June 2022*

- Oversaw the movement of aircraft interior parts for retrofitting 505 commercial jets, coordinating operations in a 250,000 sq. ft. warehouse and six assembly locations across North and South America.
- Optimized daily load planning, carrier dispatch, and profitability through strategic routing and load building. Imports and Exports in high volume.

### Transportation Manager

*SAIC USA Inc., Houston, TX | May 2015 – July 2019*

- Ensured on-time delivery of over 16,000 ocean containers to automotive manufacturing plants in China, managing drayage operations with a dedicated fleet. Exports in very high volume.
- Built a drayage division with five tractors and 25 leased chassis, enhancing operational efficiency.

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## EARLY CAREER EXPERIENCE

- **Logistics Manager** | *Altiras Chemicals, Houston, TX* | 2011-2015
- Directed carrier performance, inventory management, and dispatch, developing rate strategies that maximized profitability and met revenue goals. Tank trucks, rail cars, barge and bulk logistics.
- **Salesperson** | *National Carriers & Blakeman Transportation, Houston, TX* | 2009 – 2011  
Focused on refrigerated/frozen commodities, asset management, revenue optimization, and client relationship development.
- **Logistics Manager** | *UniPro Food Service, Houston, TX* | 2004 – 2009  
Managed provisions trading, freight handling, carrier management, and profitability optimization at Jake's Finer Foods.
- **Regional Logistics Manager** | *Hub Group, Houston, TX* | 2001 – 2004  
Achieved \$14M in sales by converting LTL to full truckloads, leading a team of 15 sales professionals.
- **Transportation Analyst II** | *Ashland Chemicals, Lexington, KY* | 1999 – 2001  
Managed a \$200M annual freight budget across multiple transportation modes.
- **Import/Export Analyst** | *UPS Logistics & Hellmann International Forwarders* | 1994 – 1999  
Oversaw ocean container operations, managed carrier relationships, and optimized profitability.

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## EDUCATION

### **Master of Business Administration, International Business**

*Georgia State University, Atlanta, GA* | 1998

### **Bachelor of Multinational Business Administration & Bachelor of Marketing**

*Florida State University, Tallahassee, FL* | 1994

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## SKILLS

- Supply Chain Optimization
- Global Logistics Management
- Carrier Performance & Relationship Management
- Cost Mitigation & Revenue Maximization
- Inventory Management & Dispatch Planning
- Strategic Rate Development
- Power BI & Data Analytics

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## INTERESTS

- Writing speculative fiction novellas
- Gardening
- Improving pond and property in Segno, TX